FINANCIALTIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,360

Monday July 2 1984

50926

D 8523 B



GENERAL

Iraqis destroy five ships loses in Gulf impetus

ships attempting to enter an Iranian port at the northern end of the Guil.

A further two vessels were said to have been damaged when they strayed into a mined area. There was no immediate confir-

mation of the claim, but from the wording of the statement it seems unlikely that any oil tankers were

Iraq also claimed to have shot down an Iranian F-14 interceptor over the Khor Musa channel.

Reagan ahead

President Reagan has taken a 19 per cen: lead over Democrat Walter Mondale in the run up to November's presidential election, according to the latest Gallup opinion poll.

Unity pledge

Richard von Weizsäcker, sworn in as the sixth president in the 35-year history of West Germany, promised to work for a united Germany.

Protesters fined

West German state prosecutors ordered 445 anti-nuclear protesters to pay summary fines of up to \$800 each for illegal blockades at a U.S. Air Force base in Ramstein last au-

Beirut accord

Lebanon's Christian militlas joined Moslem paramilitary groups in approving a Syrian-sponsored security plan for the greater Beaut area.

Threat to Likud

Three weeks before Israel's geoeral election, the opposition Labour Party is well ahead in opinion polls, and experts believe the ruling lakud coalition has little chance of ciosing the gap.

Union leader ill

Len Murray, general secretary of the UK Trodes Union Congress, fainted on a march to commemo rate the 150th anniversary of the Tolpuddle martyrs and was taken to hospital.

Canada reshuffle

Canada's new Premier John Turner said his weekend Cabinet shuffle was the prelude to more extensive changes after the next general election. Page 2

Bolivia 'stronger'

Bolivia's government has emerged strengthened after President Hernan Siles Zuazo was kidnapped for YATAGAI CREDIT, Japanese per-16 hours on Saturday by a commando group led by an officer of the presidential guard. Page 3

Women win vote

Liechtenstein's male voters agreed by a slim margin of 2,370-2,251 to allow women the right to vote in national elections. Page 2

Financial Times

Publication of the international edition of the Financial Times re-sumed in Frankfurt last night although the industrial dispute involving IG Druck, the West German print union, remains unresolved. See related report, this page). We regret the non-uppearance of the FT since June 13 but expect that IG Druck's action in lifting its blockade on publications in the Frankfurt area will allow for continuing publication. However, some late news and statistical changes may prove impossible to include until the dispute is finally resolved.

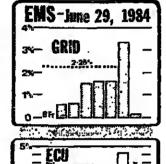
BUSINESS

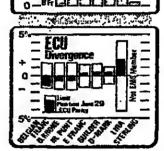
European recovery

IRAQ said its jets destroyed five RECOVERY of European econ-ships attempting to enter an Iranimomentum in recent months, employers organisations from leading industrialised countries believe. However, they hope that that represents only a besitation in a slowly improving trend. Page 18

NORWEGIAN kroner is tikely to lose 2 per cent of its value as a result of a new method of calculating the exchange-rate index, adopted today by this Bank of Norway.

THE D-Mark and the Dutch guilder were both firmly placed within the European Monetary System last





week. News of a settlement to the West German metalworkers' strike and a half-point increase in the discount rate pushed the D-Mark high-er. The extent of its recovery was limited however by the strength of the U.S. dollar. There was no indication that better D-Mark sentiment had created any pressure on the weaker members. The Belgian franc remained the lowest currency but was well within its divergence limit and required no central bank

The chart shows the two constmints on European Monetary System ex-change rates. The upper grid, based on the weakest currency in the suson the terisess currency in the sys-tem, defines the cross mites from which no currency (except the lital may move more than 2's per cent. The lower chart gives each currencu's divergence from its "central rate" against the European Curreneu tiait (ECU), itself a basket of European currencies.

HERACLES GENERAL Cement, the Greek producer taken over by the Government, lost \$1.3hn in 1983 compared with profits of \$399.5m the previous year. Since the takeover shares have plummeted from \$750 to \$250.

IMF has suspended the disburse-Guatemala's standby arrangement. Page 3

FRENCH economy shows fresh signs of a modest pick-up in activity according to a new survey of business opinion. Page 2

sonal loan company, sought court protection from its creditors at the weekend after prming unable to pay a Yl.9bn (\$8m) debt. Page 20 AEG-TELEFUNKEN, West German electricals concern, is heading for its second successive profitable

Page 20 EUROPEAN Business Satellite is to market satellite communications services to business users in Europe in direct competition with conunental public telecommunications

TALKS between the EEC and 64 African, Caribbean and Pacific countries on a new five-year trade and aid pact halted inconclusively at the weekend. Page 4

REGAL HOTELS, the deeply indeoted hotels and property group acquired in March by Mr Bill Wyllie's Asia Securities, has taken up an HKS 760m (S97.3m) credit line from the Hongkong and Banking Corporation.

UNION BANK of Switzerland has

revealed that the fraudulent trades between the senior Eurobond dealers at its subsidiary, UBS Securibes Inc in New York, and Bear Stearns International in London, "go back at least into 1983 and there could bave been something earlier on."
A spokesman for UBS said: "It

was near impossible to detect anything pregular until the volume beame so big that there was reason to become suspicious." This latest scandal to shock the

Eurobond market - which raised \$50bn in new capital last year could cost the two firms involved up to \$9m. The fraud was detected by Bear Stearns through an internal audit on June 12. Its head trader, Mr Peter Buer, was dismissed the following day. Mr Buer has since been unavailable for comment. The chief Eurobond trader at UBS Securibes Inc. Mr Jurg Re-

mund, committed suicide in Swit-

BY DAVID BUCHAN IN MOSCOW

bon's acceptance of Moscow's offer

to hold talks on banning space weapons because it was hedged

The official Tass news agency put out a statement that described

Washingtoo's response to the Soviet

proposal, made last Friday, to dis-

cuss the demilitarisation of outer

space in Vienna in September as

The statement said the intention

expressed by the U.S. to raise nu-

clear arms confrol at the talks

amounted to a precondition.

The speed of the U.S. response which tame on the same day as the

Soviet offer, clearly caught the Kremlin by surprise. Tass said that,

despite the "hasty American reply,"

the Soviet offer to negobate a ban

on anti-satellite and anti-hallistic

missile weapons was still on the

table. The Soviet Union, however, is

clearly not keen to be drawn into

gic and medium-range nuclear mis-

The Soviet Union withdrew last

November from the Start negotia-

tions on long-range missiles and the

Intermediate Nuclear Force (INF)

talks on medium-range weapons. It

still refuses to re-enter those nego-

with preconditions.

totally unsatisfactory

zerland last week.

London office of Sun Hung Kai, a Hong Kong securities and banking firm, which acted as broker in some of the transactions. A spokesman for Sun Hung Kai has said that its sister company Sun Hung Kai Bank has no involvement As Sun Hung Kai was the counter-party to some unsettled trades, it may suffer some loss. Other brokers may be in

The case again illustrates that in what is a virtually unregulated market, the honesty of individual participants - whose salary and bonus may reach \$135,000 a year - is all that prevents fraud. It also shows that cheating can be very difficult to detect when it bappens. Even so, the unanimous view of

a similar position.

the Eurobond market and of its supervisory body, the Association of International Bond Dealers, (AIBD) is that there should not, and indeed

Soviet Union rejects

U.S. 'conditions' on

space weapon talks

THE SOVIET UNION yesterday tiations until the U.S. reverses de- iety about recent U.S. developments firmly rejected the U.S. Administra- ployment of cruise and Pershiog in anti-missile and anti-satellite

The latest Soviet-American diplo-

Sir Geoffrey Howe, the UK Foreign to meet the U.S. two mooths before

Secretary, arrived in Moscow last President Reagan faces his electo-night for the first working discus-rate. That would be seen as an im-

matic exchange about possible arms control negotiations came as

sion that a British Foreign Secre-

Geoffrey will emphasise when

he starts talks with Mr Andrel

Gromyko, the Soviet Foreign Mints-ter, that the Reagan Administration

is sincere in its arms control over-

tures, which the Soviet media has

Even if the latest exchange he-

tween Moscow and Washington leads to no breakthrough, as now

looks propable. Sir Geourey said

that the Soviet interest in negotia-

tions about space weapons gave "an

ever, while he would explore Societ.

views on the issue, it was only one

topic in his talks, which would

cover a range of bilateral and mul-

tilateral issues in arms control and

offer on space weapons out of anx-

The Kremlin evidently made its

dismissed as election gimmicker.

missiles in Western Europe.

Caught up in the problem is the regulations to prevent such a fraud

BY MAGGIE URRY IN LONDON

Eurobond market's trust in trust unshaken by fraud

happening again.
As the AIBD says in the introduction to its Code of Dealing Practice:

"In international markets, such as the Eurobond market, where business is conflucted world-wide by people of differing nationality, background and custom, the most important ingredients for the successful operation of the market are individual integrity and the devel-opment of a high degree of mutual trust and understanding. Such qualities cannot be legislated for, nor can they be codified."

Deals in the Eurobond market largely take place over the telephone between individual market makers who are constantly chang-ing their prices according to whether they are long or short of bonds. This ability to alter prices at will places the individual dealer in a position of trust - and in a position to make a considerable amount of could not, be any changes to market money if he betrays that trust.

weapons, and out of a desire to test

President Ronald Reagan's recent

conciliatory moves.

At the same time, it bas no desire

portant climbdown in Moscow from

The Soviet reaction will serve on-

ly to confirm Washington's view

breakthrough in superpower rela-

Editorial comment, Page 16

space weeduns.

neis.

As one senior dealer put it: "You have to trust traders - they always firm said the market had grown up have an advantage. If they choose to go outside the normal ethics of trading, manipulate the prices on their books, they can do things which do not come to the attention

of the firm." There is no central supervision of the market, and as deals are made across national boundaries, no one country takes responsibility for reg-ulation. For instance, the Bank of England, which watches over the other markets in London, has little involvement in the Eurobond mar-

Control of trading activities is therefore undertaken by each firm, and each bas its own system. Some dealers are critical of management at firms where frauds are committed. One dealer said: "I can see how it can happen - but only if the control systems can allow it to happen. It is an indictment of management

The head of trading at one major so quickly that there were no enough traders in charge experi enced enough to be aware of meth-ods of dealing fraudulently and to spot them as they occur. "You need the experience of trading to read what traders are up to. You should be aware of all kinds of trickery and have strict control. If traders feel you know as much as they do it WEST GERMAN print unions and works like a burglar alarm - put-

conspirator, who then sells them on to another market maker at above the true price, pocketing the differ-eoce. The firms of the two market makers suffer a loss on their books. Most firms rely on two main methods of detecting fraud. First, a Continued on Page 18

Enrobonds, Page 19

Banks rule out interim deals with Argentina

BY WILLIAM HALL IN NEW YORK AND PETER MONTAGNON EUROMARKETS CORRESPONDENT, IN LONDON

LEADING creditor banks will make this target is to be provided by a 45allow it to meet quarterly interest payments on \$43.6bn of foreign debt. The move is designed to push Argentina towards agreement with the International Monetary Fund of an economic stabilisation programme

The vicious circle of quarterly reported debt deadlines "is busted," said Mr William Rhodes, senior vice-president of Clibbank of the

Britain does not see Itself acting as a broker between the two superpowers, UK officials said. However, He was speaking sbortly after announcing measures to enable Argington: The White House yesterday entina to cut interest arrears on its expressed disappointment at the foreign debt by paying \$350m that had fallen due before April 2. The deal came at the end of a series of crises on Argenbine debt Scriet Unico's rejection of U.S. Agreement to take part in talks on

"We are disappointed with their public response," a White House statement said. "We hope to have a which have occurred each quarter as U.S. banks struggled to obtain payment of back interest to protect their quarierly profil performance. more serious and considered response through diplomatic chanleaves Argentina facing a rapid suc-

cession of smaller repayment deadlines during the next quarter, each that Moscow wants to avoid any of which is intended to spur it towards an agreement with the IMF. Under the agreement, Argentina bas made \$225m available from its

bons - particularly on nuclear weapons - that might belp Presioent Ronald Reagan in his camown reserves to help bring interest payments on its nublic sector deot paign for re-election in November. Continued on Page 18 current through to April 2. But the balance of 5125m needed to meet

no further deals with Argentina to day advance from leading commer cial bank creditors.

Argenbna will not receive this money until today. As a result it has missed the June 30 deadline for re-ducing its interest arrears to less than 90 days, and U.S. banks will have to declare their Argenbine loans "non-performing" when re-porting their second-quarter re-

This will eat into their profits, although the effect will be less serious than previously expected be-cause Argentina pald over its \$225m share of the deal on Friday night before the quarterly deadline ex-

Mr Rhodes, chairman of the flbank advisory committee which is making the 5125m advance, said at the weekeod that this would be the last time creditor banks acted together to forge a deal oo interest porting deadline for U.S. banks.

"The banks will take the bit on non performing loans," be said. The deal, which was not finalised uotil well after midnight European time. followed a week of tense discussions between Argentina and the advisory committee, which bad to

Continued on Page 18 International credits, Page 19

W. German print union holds back from strike settlement

By Rupert Comwell in Bonn employers were last night making ting off the burglar."

Most dealing frauds depend on one market maker selling bonds at a price below the market rate to a

since the middle of April. Desnite the settlement of the similarly motivated strikes in the engineering industry last week, talks in Düsseldorf between 1G Druck, the print and paper union, and the pub-lishers had made little discernible progress by yesterday evening.

A spokesman for IG Druck warned that the 38! hour week compromise which ended the engineering strikes was "not entirely suitable" for the print dispute. Several thousand union members were said to be on strike again yes-terday, meaning that some West German papers may be affected to-

day.

Bul the union's blockade of Frankfurt, which has stopped almost any papers being published there for the last three weeks, has been lifted - apparently for good.

The Financial Times estimated last week that the forced stoppage of its international edition since June 13 had cost the newspaper E340,000 (\$460,000) in advertising revenue alone. In Düsseldorf, union negotiators

have rejected a package tabled by the employers on Saturday, which more or less duplicated the one devised by Herr Georg Leber, the independent arbitrator in the metal workers' dispute.

This incorporated a 28%-hour week from April 1 next year (to replace the present standard 40-bour week), plus wage increases of 3.3 per cent from yesterday and 2 per cent from June 1985, Print workers have been offered a flat payment of DM 150 to cover the three months since the expiry of their last contract.

The loose ends in the engineering strike, which lasted over seven weeks, are being rapidly tied up. On Saturday, the Hesse branch of IG Metall, the engineering union, accepted the Lever formula, and the ballo: of members needed to ratify the deal should be completed in time for work to restart on Thurs

Similar voting in the original strike area around Stuttgart should be finished today. The car manufacturers which have been paralysed by the country's worst ever indusers in all, are now set to resume production this week in most cases. Background, Page 18

Coal strike will not damage UK financial strategy, brokers say

BY MAX WILKINSON, ECONOMICS CORRESPONDENT, IN LONDON

Extra costs can be absorbed withyear, with sales likely to be about the 1983 level of DM 11.5bn (\$415m). Mr Gavyn Davies, chief econo-

networks. Page 20 He estimates that the 35-month

EEC.

THE BRITISH miners' strike is un- estimated at £5m to £30m. That tional Coal Board yesterday intensi-

renewed negotiations about strate- added nimension" to his trip. How-

elsewhere.

likely to blow the Conservative Government's financial strategy off course, even if it continues until the end of the year, according to financial analysts in London.

in the Government's reserve for unforeseen contingencies, analysts say in reports published today. Some brokers, however, believe the Government might be forced to raise electricity prices and perhaps introduce some spending cuts if the dispute continues beyond the au-

mist for stockbrokers Simon and Coates, expresses the consensus, however, when he says: "We as yet see no need for an emergency July package of general public expendi-

miners' strike, with bigher publicsector pay deals than expected and supplementary spending estimates already presented to parliament, may have absorbed about cobn (\$2.7hn) of the Government's £2.7bn contingency reserve. That will be partly offset by the late payment of last year's £660m rebate from the The weekly cash cost to the Gov-

does not take into account another £35m to £40 representing the consumption of existing coal stocks.

Mr Stephen Lewis, analyst with Phillips and Drew, believes the tctal net cost to the Government : the strike ends by the autumn would be about £3.3bn, but he says that could be reduced to about 11.8bn by offsetting measures including some price increases. Government revenues have been

boosted, however, by the effect on North Sea oil taxation of sterling's fall against the dollar. Mr Lewis thinks those revenues might be about fibn more than the budget estimate in March The strike will reduce the growth of total UK output this year, but most analysts believe that almost all of the loss will be recouped in

1985, assuming that coal stocks are The broking firm James Capel believes growth will be reduced to about 2th ner cent this year against a previous estimate of 2 per cent. although Wood MacKenzie sees ourabout 2 , per cent in 1985.

ernment in increased borrowing is servative Government and the Na- procedures.

fied efforts to encourage a return to work by striking miners and to isolate Mr Arthur Scargill, president of the National Union of Mineworkers. within his union.

Mr Leon Brittan, Home Secretary, attacked "thuggery" on picket lines and in mining villages and called on Mr Scargill to disown "intimidatory tactics." That followed a speech by Mr Pe-

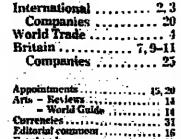
ter Walker, Energy Secretary, on Saturday in which he blamed Mr Seargill personally for prolonging the strike and endangering the jobs of miners and steelworkers. The intensification of the propa-

ganda war was accompanied by sig-nals from Mr Walker and Mr Ian MacGregor, NCB chairman - apparently directed at strike leaders whom they consider more flexible than Mr Scargill - that the door was still open for talks.

In a radio interview. Mr MacGregor was more conciliatory than be has been since talks with the NUM collapsed last month. He confirmed that the board had maioput increasing by 3 per cent this tained contact with the pit superviyear, despite the strike, slowing to sors' union Nacods as a possible intermediary, and said the pit closures issue should be dealt with Brian Groom writes: The Con- through the industry's consultative

City of London Announcing the completion of a fine new Office Building wates developments Ten Foster Lane 12000 sqft Self contained Air conditioned Offices To Let FRANK DURRANT 01-245 1851

CONTENTS



Int. Capital Markets 19, 20 Lombard......17 Men and Matters 16 | Money Markets | 10 | Money Markets | 18 | Stock markets = 18mrses | 28 | Wall St | 26-29 - London 32, 33 Technology 6 Pait Trusts 50, 31 19

ish veto fades away 17

Technology: how to map out Ireland:

Car makers: strains begin to Editorial comment: weapons tell on Ford of Europe 16 in space; Falklands 16

European Community: Brit- Lombard: inflation as a world debt solution 17 Algeria: free market creates Lex: UK privatisation; index a farm revolution 2 of index-linked gilts 18

structure and people.

THE CABINET reshuffle in described the reshuffle Canada, which took place at the weekend is a prelude to more extensive Government chaoges after the next general election, according to Mr John Turner, the new Prime Minister.

Mr Turner, who was sworn in to succeed Mr Pierre Trudeau on Saturday, has dropped 13 of Parliament at present. the 37 members of Mr Tru- Key portfolio changes deau's Cabinet, reduced the size of the Cabinet to 29 and brought in five newcomers.

Nonetheless, the reshuffle is less dramatic than many had expected. Except for the agriculture portfolio, the new Ministers are in junior posi-Only one member of the new Cabinet comes from western Canada, where the ruling

Liberal Party hopes to gain substantial electoral support. A clear break from the un-popular Trudeau administration is essential if Mr Turner is to lead the Liberal Party to victory in the next election, which must be called before Febru-

"I would need a larger later this week to ask the mandate from the people of Queen to postpone her visit to Canada to move further than Canada, scheduled to begin on I have," Mr Turuer sald. He July 14.

Weizsaecker sworn in as **President**

HERR RICHARD von Weizsaeker, who was yesterday sworn in as the alxth President in the 35-year history of West Germany, has promised to con-tinue working for a removal of the barriers which divide his nation Mr Turner, who left corporate law practice to re-enter politics, sald he intends standing in a British Columbia

of the barriers which divide his nation.

"Elementary buman ties mean that we Germsns in East and West belong together," he told a joint session of the two houses of the West German Parliament in his inaugeral address. The Berlin Wall had been built 23 years ago to consolidate e political system, and force East Cermans to resign themselves to division and separation, he said.

"But the Wall has failed to achieve this, as we are reminded every day," declared Herr von Weizaecker in a reference to the latest flood of refugees into Bonn's permanent mission in East Berlin, seeking permission to go to the West.

Although 25 East Germans left the building on Friday after promises they would not be multipled an estimated 30. constituency in the election. He does not have a seat in Key portfollo changes include the shift of Mr Jean Cbrétien, now deputy Prime Minister, from energy to external affairs. The new Energy Minister is Mr Gerald Regan, formerly Minis-ter of International Trade

ter of International Trade. Mrs Judy Erola, previously Consumer and Corporate Affairs Minister, bas been put in charge of several social policy departments.

Mr Turner bas given no mr lutter has given no indication yet of an election date. Should he follow the advice of many Liberal MPs favouring a snap August or

after promises they would not be punished, an estimated 30 are atill inside. The mission has been temporarily closed early September poll, an announcement will be made within the next two weeks.

According to one report yesterday, Mr Turner has arranged a quick trip to London Herr von Welzaecker urged Herr Erich Honecker, the East German party chief to go ahead with his mooted visit to West Germany as planned this

Deng is firm on HK's prosperity

CHINA'S Xiaoping, has sald bere that China must succeeed in maintaining the prosperity of Hong Kong if it is to achieve reunification with the Nationalist Chinese of Taiwan.

Reunification will not be achieved by either Socialism or capitalism overriding the other-but by the mainland and Taiwan operating as two systems within the one country, Deng said.

systems" policy, he added.
"I say this policy will not change."

Deng's remarks were published in the official magazine Outlook. The statement appears to be designed to clarify China's policies on Hong Kong and defuse last week's row between Deng and Hong Kong Chinese leaders over nervousness in the

"China not only has the prob-

"The answer is that neither can swallow up the other. If the problem cannot be solved peacefully, it must be resolved by force. This would do neither side any good.

ide any good.

Reunification was the aspiration of the whole country it cannot be reunified in 100 years, then it will be reunified in 1,000 years. The only solu-tion to the problem is to practise two systems in one coun-

ally unchanged. These policies would remain for 50 years.

Apart from stationing troops to defend Hong Kong, no cadres would be despatched from the mainland to work in the government of the special administrative region.

Hong Kong residents involved in administering the territory after 1997 must be patriots, but they did not bave to favour Chinese socialism.

The belief that Hong Kong people could not run the terri-Deng reiterated that after 1997 tory after 1997 was a "concept the socio-economic system of left over by the colonialists."

Algeria's farming revolution

Rebirth for

By Francis Ghiles, recently in Algeria

THEY USED to talk in Algiers of an agrarian revolution - indeed, the pbrase was embedded in the very title of the ministry of agriculture.
With the expropriation of large tracts of private land by the state and the introduction of rigid work practices, tha results were depressingly similar to those achieved in Eastern European agriculture: plummeting production, rising im-ports, bare market stalls.

By 1980, Algeria was importing half the food its 20m people con-sumed, and today that has risen above 60 per cent. Food imports cost the country about \$2.6bn last year, one fifth of its energy export income and almost one third of its total import bill. Subsidies on staple

foods added a further \$1.5bn to the state budget. Now all that has begun to change. After the death of President Houari Boumedienne in 1979 and the accession of Chadli Beodjedid, the socialist rhetoric has died down, and a real farming revolution is under-

President Chadli did not wait for his second term, which started in Jonuary this year, to start disman-tling the inflexible policies of his predecessor. In the last three years. his measures have:

Allowed both private and state

farmers to bypass the inefficient and often corrupt state distribution monopolies, permitting free mar-kets to spring up in all major Algerian cities.

• Allowed producers of fruit, veg-

etables and cereal to trade across provincial boundaries, something which was strictly forbidden in the 1970s, creating considerable supply difficullies. Begun to compensate Algerians whose lend was nationalised in the

1970s and to hand over small plots of state-owned land to people who have expressed a willingness to de- Allowed private farmers, whose holdings occupy less and poorer land than state farms, much easier

capital goods and intermediate goods sectors are benefiting from some recovery in demand. In the car and consumer goods industries, output is stable, "But each month," says Insee emphasising the modesty of the recovery" the outlook for industry is a little less pessimistic." access to credit, fertilisers and machinery.

Alongside these incentives for the private sector, the ministry is also trying to make state farms more profitable. The minimum wage of farm workers was brought casting unit comes et a time when the Government is also predicting a small expansion in real economic output this year

der farm bands bave been retired. and next.

According to forecasts that
will form the base of the 1986
budget calculations real GNF
which rose by only 0.9 per
which rose by only 1.2

and training latents
workers improved.

"Socialist villages" – the great
pride of yesteryear – are being
cleared of their more than 100,000 "illegal" inhabitants, often civil ser-

into line with industrial workers; ol-

According to forecasts that will form the base of the 1986 budget calculations real GNF which rose by only 0.9 per cent last year will rise by 1.2 per cent this year and 2 per ceot in 1985. Growth this year will stem almost entirely from exports and Investment.

The Government anticipates that exports will grow by 3.5 Prices paid to producers are be-ing allowed to rise. Last year, the Government cut subsidies on some staple foods: bread prices rose by 50 per cent, imported eggs by 115 per

The Government anticipates that exports will grow by 3.5 per cent in volume terms after an increase last year of 2.3 per cent. Investment is expected to rise by 2 per cent in volume, reflecting above all higher levels of investment in industry and particularly by the nationalised sector. At the same time, to soften the blow to the consumer, the building of peasants' markets, the Souk El Feliah, has continued. While these

particularly by the nationalised sector.

Household purchasing power will this year be virtually stagnant, meaning that household consumption will make little contribution to growth. But M Jacques Delors, the Finance Minister, said last week that next year's 2 per cent growth in GNP would in part stem from real increases in household income.

The Government expects that supermarkets do not boast the same range or quality of produce as private shops, they do ensure that ordinary Algerians are able to buy food at more reasonable prices. The authorities have ambitious

plans to develop agriculture over the next decade. A major effort is underway with poultry and eggs. Algeria had become, by 1982, the single largest importer of eggs in the world, and this year alone will the trade deficit, which wes cut back to FFr 43hn (£3.7hn) last year will be reduced to FFr 25hn this year hefore achieving a FFr 11.5hn surplus in 1985. M Delors expects the current account deficit this year to be slightly below the level of the trade deficit which is in itself higher than the Government had initially enticipated. The Government has declined to spell out the employment inclinations of this slow recovery. But worry about that the number of johlesa—now 2.3m—will continue to grow were behind attacks on M Delors at a meeting of the ruline committee of the Socialist Party beld over the weekend to analyse the Socialists' defeat in last months European elections.

Many speakers blamed M Delors' policies for the section. put out two international tenders for 900m eggs: domestic production, which in 1969 covered 96 per cent of needs, today covers little more than a quarter – the same story, more or less, applies to cereal and dried veg etable production.

However, ambitious plans could generate difficulties of their own Encouraging poultry rearing is fine, but the Algerian countryside does not boast enough storage capacity for feedstock to cover the needs of a very last size. very last rising poultry population: not to mention the incapacity of Algerian ports to handle today's im-

gerian ports to handle today's imports.

When it comes to boosting the cereal sector, where two thirds of all needs are imported, change will be slow. Yields are, on everage, half those of Tunisia; an erratic climate puts efficiency and speed in gathering crops at a premium. More difficult to solve will be the damage the deep disc ploughs – which characterise most Algerian-built and European-designed machinery – could inflict on a country where the land needs to be treated with great care.

So, however successful the new agricultural policy proves to be. Algeria will, for many years to come, remain a major market for Western agricultural exports – particularly from the EEC.

Liechtenstein's men vote yes

THE MEN of Liechtenstein, Enrope's last bastion of male supremacy in politics, yesterday agreed by a
slim margin to give women the
right to vote in national elections.
In a referendum in the tiny principality, wedged between Switzerland and Austria, 2,370 voted for
womeo's suffrage and 2,251 against,
after 86.2 per cent of the electorate
turned up at the tolling booths.

Deng's remarks were pub-

RATE SHAREHOLDERS of at the time of the management

The company showed profits of Heracles shareholder, supported Dr 399.5m in 1982.

Heracles shareholder, supported the company directora and led

leaders over nervousness in the

The successful maintenance of Hong Kong's stabilty and prosperity after the British withdraw in 1997 will be an example for Taiwan and the world of the viability of the "two ciples of the People" preached

Heracles directors accused of incompetence

the Heracles General Cement change. Since then, sbares have Company, the Greek cement producers whose management was taken over by the Government in a storm of controversy last spetmber, bave accused the company's present directors of talk marython meeting. snort time done so much damage to so many," one shareholder company's present directors of told the marathon meeting incompetence and failing to which lasted more than eight open up new marketa abroad.

The chargea were made at a stormy weekend meeting at which lasted more than eight bours. Mr Nikolaos Seitandies, the company'a chief director, sald disadvantageous contracts with shadow companies abroad for and the supply of coal, drawn by the former management, had cost Heracles "tena of millions of dollars." Mr Seitanides cast stormy weekend meeting at However, a representative of which losses of Dr 1.3bn the National Bank of Greece, a (£8.7m) were reported for 1983, state bank and the major the main weight of the blame for the company's 1983 losses on Heracles ranked as one of a vote epproving the 1983 the former management. But Europe's top cement exporters annual report. This included an the annual report also cited poor

item giving the company the world cement prices and rising green light for legal action wage, fuel and other producagainst Heracles' former family tion costs. The Tsatsos management is

Signs of

recovery

in France

FRESH SIGNS of a modest pick-up in activity in the French economy have emerged with a new survey of business

opinion, According to the official stat-

istics institute, Insee, both the capital goods and Intermediate

The slightly more encouraging news from the official fore-

The Government expects that the trade deficit, which wes cut

European elections.

Many speakers blamed M
Delors' policies for the setback
to the left. M Jean-Pierre
Chevenement, the former
Ministry of Industry said that
the oolicies were "deliberately
sacrificing jobs and had disarmed the Left ideologically."

A NEW method of calculating the official exchange rate index for the Norwegian kroner, to be adopted on July 2nd, will probably mean a 2 per cent weakening of the kroner, according to the Bank of Norway, writes Flemming Dahl from Celo.

from Silo.

The bank announced on Saturday that it would now use a geometric instead of an arithmetic average in its calculation of the official

FINANCIAL TIMES. USFS No 190640 published daily ascept Sundays and holidays. U.S. subscription rates \$420.00 per unnum. Second class posteda paid at New York NY and at edditionel mailing offices, POST, MASTER: send address changes to: FINANCIAL TIMES, 14 East 50th Street, Naw York, NY 40022.

exchange rate index.

Norwegian kroner may weaken by 2%

management, led by Mr George already facing a law sult launched by the National Economy Ministry, for the alleged illegal export of foreign exchange. The Tsatsos family resigned the Heracles manage-ment after bearing the charges against them on state television.
The case caused a furore among soured relations between the Government of Mr Andreas Papandreou ever since.

Fact.

The personal computers which come quickest to mind are often surprisingly slow workers.

Certainly when compared to the NEC Advanced Personal Computer.

Precious few micros have NEC-sized 8"disks. (These store up to two million characters).

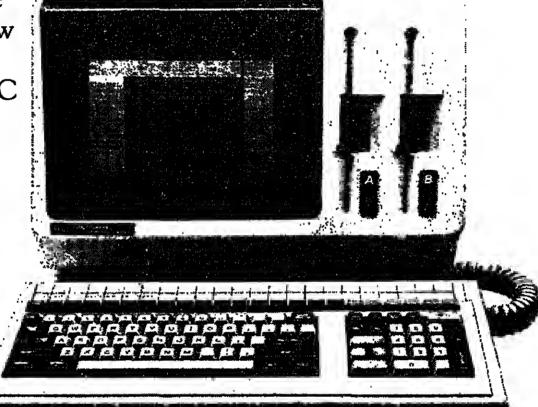
And unlike the APC, they just can't cope with large amounts of data at a run.

Adapting the more popular PC's for word-processing can also prove a lengthy process.

But with the APC, 38 wordprocessing operations are ready programmed into the keyboard.

While for straight number-crunching, the APC can take a bite out of both the Apple and the IBM PC's timings.

Of course, NEC has an advantage which is as unfair as it's unusual.



Call us on 01-267 7000 or clip the coupon and send it to NEC Business Systems (Europe) Limited, 35 Oval Road, London NW17EA.

In office automation, three letters spell progress: NEC.

Eats apples at crunching numbers.

As one of the world's largest suppliers of microchips, we're able to supply ourselves with the best.

As it happens, we make most of our own components, too.

Which means we can be much more helpful and informed when it comes to service.

There's a moral here.

Before you buy a PC for the nameplate, check to see if this isn't the only thing the company makes itself.

Please send me more informat	ion about the NEC APC
NAME	
COMPANY	
ADDRESS	
TELEPHONE	
	APHIC
NEC Business Systems	
(Europe) Ltd., 35 Oval Road,	
London NW1 7EA. F.T.217/84	NEC Corporation

Bolivian government strengthened after abortive kidnapping

BY HUGH O'SHAUGHNESSY IN LA PAZ

THE 19-month-old Government of the left-of-centre President Hernan Siles Zuazo of Bolivia has emerged strengthened from the tragicomical events of Satur-day, in which he was kidnapped from his residence for 10 hours hy a commando group led by Liout Celso Campos Pinto of the

Presidential Guard.
The left-wing COB trade union confederation, which had been planning a general strike for today in protest against the Government's economic austerity measures, now plans to stage a march in support of President Sites. The 71-year-old Bolivian

leader will also be strengthened in his moves to put reliable and democratically minded officers in command positions with-

cers in command positions within the armed forces.
Since he assumed office in
October, 1982, after democratic
elections. President Siles has
been attempting to neutralise
those officers in the armed
forces or police identified with
extreme Right-wing ideas and
with trafficking in Bolivia's larrest export, cocaine. Many of gest export, cocaine. Many of these officers collaborated with the regime of General Luis Garcia Meza, which controlled the country in a military dic-tatorship from 1980 to 1982.

τ.,

President Siles' efforts to bring the armed forces under control resulted in revolts last month in various military and naval units at the second city, Cochabamba and in the eastern lowlands, where the bulk of the cocaine is cultivated. These revolts culminated in the abortive kidnapping of the President

A number of officers impli-cated in the kidnapning, includ-ing Col Rolando Saravia and Major Luis Ardaya of the army. have been given asylum in the Argentine and Venezuelan em-

bassies in La Paz.

President Siles praised the attitude of the armed forces as soon as he had been released from bis kidnappers.

He said they had nroved themselves "during this testing day" by "backing un the national constitution and its main participants, the Bollvian

people."
Defence Minister, Manuel Cardenas said abouttion was carried out by "a small group acting with unknown aims." Army commander General Alfredo Villarrdel said: "the attitude of two or three officers must not compromise the army's respect for the constitution of the state."

IMF credit suspended as Guatemalans go to polls

BY DAVID GARDNER IN GUATEMALA CITY

AS GUATEMALANS went to has had little success with tax the polls yesterday to elect a constituent assembly charged with drawing up a new democratic constitution, disbursement of the \$60m (£44m) remaining of the country's IMF standby arrangement was suspended. This follows the Fund's dissatisfaction with the military. Government's attempts to hold down the budget deficit.

the SDR 114.75 (£68.9m) facility was to have been disbursed yes-terday. Fund officials have said they are waiting for indications that the Government will take steps to halt the deterioration in the fiscal deficit and current

account.

Since the stabilisation programme agreed with the IMF last year. Guatemala has brought the budget deficit down from more than 7 per cent of 15DP in 1981 to 3.7 per cent of 15DP in

The introduction of new taxes, particularly Value Added Tax, was one of the factors which led to the overthrow of the previous military govern-ment of Gen Efrain Rios Montt, World Bank funds of \$30m

The latest tranche of \$20m of are also heing held up because of the Government's missed targets. The \$30m was to help cover cost overruns at the Chixoy hydroelectric plant, where the original budget of \$360m has been oversbot by

about \$500m. The IMF funds were ear-

last year, and closed the current private bang credit for the past account gap from \$559m to three years, and continuing \$238m in the same period. The military Government, however, vital.

U.S.-Cuba dialogue likely

HAVANA—Cuba and the U.S. political parties in the U.S. and could start talks soon on emigra- won't be made into an election tion and the deportation of issue." Cuban criminals held in U.S.

Last week, Cuba's President
Fidel Castro said Cuba was ready to begin a dialogue on the problem immediately. "If it meets with the approval of both

Sr Ricardo Alarcon, Cuba's Cuban criminals held in U.S. jails, officials from both sides said yesterday.

Deputy Foreign Minister, deciared yesterday: "I see no reason why the idea of dialogue

FBI arrests Mexican fugitive

By Ronald Buchanan in Mexico City

Sr Arturo "El Negra" Durazo, the former Mexico City police chief and the most celebrated fugitive from President Miguel de la Madrid's anti-corruptinu campaign, has been arrested iu San Juan, Puerto Rico. Mexico witt formally seek his extradition today from U.S. athorities, the Mexican attnrney general's office said.

Sr Durazo, the Mexica City palice chief in the 1976-82 administration of Sr Jose Lopez Partilla, faces charges aft tax evasion and illegal possession of freezus, but has been accused if much more serious crimes in a hook written by his former security chief.

chief. If
The arrest, carried by the
U.S. Federal Bureau of
lavestigation, acting on a
request from the Mexican
hranch of Interpol, came as a
shock to most Mexicans. They
had assumed that Sr Durazo
would never be caught
because of his immense
wealth and network of high
level contacts.

level cnutacts. The Government regards de la Madrid's campaign, known as "moral renovation," as a vital element in maintaining credibility in the system while harsb austerity measures are being imptemented.

But opposition politicians say that, even if Sr Duraze is extradited and brought in trial, his punishment will not mean victory for "mnral rennvation." They say that the persistence of corruption within the system is reflected in the political survival of gangster-like elements in the trade nnions and in the failure to track down the assassins of Sr Mannel Buendia, the country's top investigative journalist who

was killed a mouth ago. But the drive against prominent members of the iast administratiou cuntinnes. Last week Sr Enrique Velasco Tharra, who was private secre-tary to Sr Lopez Portillo, resigned from the governorship of Guanainato state and is now under investigation.

Another celebrated fugitive, meanwhile, has heen let nift the hook by Gen Angusto Pinnchet, the Chilean dictator. Sr Jesus Chavarria, accused with Sr Jorge Diaz Serrano, former head of the state oil company, Pemez, in a 534m kickback case, was held recently in Santiago.

Sikh mutineers 'will be punished'

Gen A. S. Vaidya warned troops yesterday that Sikh soldiers who mutimed and deserted to protest at the army siege of the Golden Temple in Amritsar would be

severely punished, AP reports from New Dethi.

About 5,000 Sikh soldiers, many of them recruits, mutinied in nine places last month to protest at what they considered the army's desceratiou of the shrine on June 4-7. They tried to march to the Golden Temple in protest.

· 医中华林 · 安然2点安全

Abridged Particulars

Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the Unlisted Securities Market in the Ordinary shares of TDS Circuits PLC ("Circuits"). It is emphasised that no application has been made for these securities to be admitted to listing.

TDS CIRCUITS PLC

(Incorporated in England under the Companies Acts 1948 to 1967 No. 1171921)

OFFER FOR SALE by Laurence, Prust & Co.

1,247,000 Ordinary shares of 5p each at a price of 380p per share

Share Capital

Authorised £400,000

in Ordinary shares of 5p each

Issued and to be issued fully paid

Circuits has grown to become one of the largest independent manufacturers of multilayer and plated through hole printed circuit boards in Europe. Circuits has attained this position by concentrating its ellorts on the development of the more complex multilayer boards coupled with a sustained programme of high capital investment and production engineering effort.

In the year to 29th February, 1984, Circuits made a profit before taxation of £1.71 million (corresponding to earnings on an actual tax charge per Ordinary share of £5.9p) on a turnover of approximately £7.8 million.

Copies of the prospectus (on the terms of which alone applications may be considered) can be obtained from:

Lemence, Prust & Co. Basildon House,

1416

6.15

7-11 Moorgate, London EC2R 6AH 01-606 8811

2.4 Oldknow Read, Marple, Nr. Stockport,

Lloyds Bank Plc Registrars Department Issue Section 111, Old Broad Street. London EC2N 1AU 01-623 1239

The second secon

And from the following offices of Lloyds Bank Pic

Birmingham: P.O. Box 198, Colmore Row, Birmingham West Midlands B3 2AD.
Bristol: P.O. Box 183 SS, Corn Street, Bristol, Avon BS99 TLE. Manchester: P.O. Box 358, 53; King Street, Manchester, Lancashire M60 2ES. Edinburgh: 113/5 George

The application list will open at 10.00 a.m. on Thursday, 5th July, 1934 and may be closed at any time thereafter.

Iraq claims five ships hit in Gulf

BY OUR FOREIGN STAFF

IRAQ claimed yesterday to have attacked and destroyed five ships attempting to enter the F-14 interceptor over the Khor Iranian port of Bandar Musa channel.

Khomeini at the northern end Arab Cuf states, headed by of the Gulf.

A military spokesman in Baghdad said the attack by Iraqui jets and naval units took place near the Khor Musa channel. Five vesels were claimed to bave been hit and a further two were said to have been dam-aged when they strayed into a mined area,

There was no immediate confirmation of the Iraqui claim and from the wording of the statement from Baghdad it seems unlikely that any oil tan-

The Ayatolish warned other countries in the area not to become infected by the conflict President Ali Khameini also warned Arah Gulf states to keep out of the conflict. If they continued to support I would be "after a fierce blaze in the stern of the ship was extinguished."

Iraq also claimed yesterday to have shot down an Iranian

هڪذا حدثال

Saudi Arabia and Kuwait, are anticipaong an iranian response to the latest Iraqi attacks and have increased the number of serial patrols over Gulf ship-

ping lanes. Ayatollah Ruhollah Khomeini, Iran's religious leader, yester-day hit back at critics of Iran's unwillingness to make peace with Iraq. He told a meeting of more than 700 people in Tehran that those who advocated peace

Christian militias back Beirut security plan

BY NORA BOUSTANY IN BEIRUT

for the Greater Beirut area. The Druze militia of the progressive Socialist Party took the lead on Saturday by collecting heavy weapons from the capital and transporting them in long convoys to the hills east and

south of the capital.

The Shute Amal movement yesterday disclosed that its leader, Mr Nabih Berri, had ordered preparations for the withdrawal of heavy arms as veligious lines last February.

LEBANON'S Christian militias well, as soon as implementation joined other Moslem para-military groups yesterday in Mr Fady Frem, commander announcing their approval of a Syrian-sponsored security plan declared he consented to the security arrangements which were approved by the Lebanese

Government last week, on condi-tion that they did not compro-mise the morale of his fighters or their military structure.
The security blueprint envisages an effective deployment of the fractured Lebanese Army in both sectors of Beirut following steps aimed at reintegrating its units which splintered along

BASF Aktiengesellschaft Notification of Dividend

The Annual General Meeting of the Company held on 29th June 1984 confirmed a dividend in respect of the year ended 31st December 1983 of DM 7 per share of DM 50 nominal value.

The dividend will be paid on or after 2nd July 1984 net of 25% withholding tax against submission of the right halt of the renewal form at one of the paying agents listed in issue no. 120, dated 30th June 1934, of the German Federal Gazette, the "Bundesanzeiger". In accordance with the Double Taxation Agreement of 26th November 1964, as amended on 23rd March 1970, between the United Kingdom and the Federal Republic of Germany, withholding tax in respect of shareholders resident in the United Kingdom is reduced from 25% to 15%. To claim this reduction, shareholders must, before 31st December 1988, submit an application for reimbursement to the Bundesamt für Finanzen, Koblenzer Straße 63-65, D-5300 Bonn-Bad Godesberg.

In the United Kingdom the dividend payment, which is free of charge, will be made in Pounds Sterling with conversion from Deutschmarks at the rate prevailing on the day of submission of the renewal form and will take place through the London offices of the following

Kleinwort, Benson Limited, 20 Fenchurch Street, London LC3P 3DB.

S. G. Warburg & Co. Ltd., 30 Gresham Street, London EC2P 2EB.

The transmission of the state of the second of the second

The Board of Executive Directors BASF Aktiengesellschaft

D-6700 Ludwigshafen/Rhine, July 2nd, 1984







Doingthejobyou'retrained for, using your skills to the full and aiming to win - that's active service.

processes, service industries will increasingly be at the front line of international business.

Already the largest diversified services company in Europe, BET is using its expertise in chosen sectors to take its place in that front line.

BET has a force of 50,000 men and women around the world. Some are establishing passenger transport net-

works for developing nations, some are improving building efficiency with aluminium scaffolding and some are designing "clean" areas for high technology manufacturing.

Others publish computer magazines and software, create new concepts in simulation for leisure, and train our robots to perform new tricks.

All of them will be helping to shape our future. Joining BET is a growing force of entrepreneurial companies in the younger service businesses.

They recognise that international management experience is as vital as development capital in meeting the challenges of a fast-growing marketplace – investing in active and continuing business relationships, never endangered by short term

They know where the action is, and where it will be-so does BET.



If you'd like to know more about our service activities, please write to Neil Ryder, BET PLC, Strango House, Piccadilly, London WIX 6AS.

Paris sceptical of speedy deal on Anglo-French telecoms

sales between the two countries are to take place in London today amid mounting pessimism in Paris about hold-ups in progressing towards a firm deal. Sir George Jefferson, the chairman of British Telecom, will meet M Jacques Dondoux, head of France's Direction Generale des Telecommunica-tions (DGT) telephone autho-rity. They will discuss the chances of a sales agreement, which could eventually pave

the way for wide-ranging re-search and development col-laboration between the two countries' industries.
French officials had been boping for relatively speedy conclusion of an accord for conclusion of an accord for each country to buy 600,000 lines of digital exchange equipment from each other over three years. They have drawn generolly pessimistic conclusions from BT's recent indica-

with other foreign companies. Although CIT Alcatel with its E.10 digital exchange will still have a chance of gaining British orders, the tender system will make the outcome

system will make the outcome less likely and also cause further delays in reaching agreement.

Since the reciprocal sales idea was first broached last October, the two countries' telecommunications authorities, along with CIT Alcatel and the makers of Britain's System Y. makers of Britain's System X,
Plessey and GEC, bave been
engaged in long-running discussions on technical questions and costs. The companies are also interested in possible future co-operation on manufacturing new generations of equipment.

A key stumbling block bow-ever has been prospective BT IBM.

FURTHER top-level talks between Britain and France over reciprocal telecommunications sales between the two countries tender in which France's CIT denationalisation. UK officials have been more allve than the French to short-term questions of gaining value for money from of gaining value for money from equipment purchases. This bas limited Britisb responsiveness to French arguments about unit-ing European industry in the longer-term interest of standing up to U.S. and Japanese multi-

> Telecommunications collabor-Telecommunications collaboration was discussed at a meeting earlier this month in Paris between Mr Norman Tebbit, the UK Trade Secretary, and M Laurent Fabius, the French Industry Minister.
>
> Mr Tebbit was said by officials to bave shared French worries about protecting European electronic industries from further

acont protecting European elec-tronic industries from further encroachment by International Business Machines. Some Frencb officials, however, believe that newly-international-ised American Telephone and Telegraph represents a far Telegraph represents a far

Free Trade Association (E1ta) countries ready to include the 1987 reduction as well.

The meeting at a Rhine hotel in this town near Frankfurt brought together Herr Haferkamp on behalf of Community countries, U.S. trade representa-tive Mr William Brock, Mr

saburo Okongi, Japan's Minister of Trade and Industry. Herr Haferkamp said Gatt must play a more important role in disciplining world trade, but be warned that developing nations with payments problems

Mr Brock sald he bopes necessary U.S. Government legis-

The talks also agreed on the

reductions

ELTVILLE-ERBACH - Major industrial nations at the weekend pledged to speed the dismanting of import tariffs to reduce protectionism and belp
developing countries ont of the
international debt crisis. After two days of informal

West in

fresh call

for tariff

trade talks here between senior officials from the U.S., Canada, Japan and the EEC, Herr Wilbelm Haferkamp, the European Commission vice-president, pean commission re-presentations: "In a climate of protectionist pressures, it is important to come up with a signal . . . towards dismantling tariffs."

Herr Haferkamp told a Press conference that the meeting of the group reaffirmed plans to speed a phased reduction of tariffs set out under the 1982 Generol Agreement on Tariffs and Trade (Gatt) work pro-

This called for a cut of about 40 per cent on the level of 1979 tariffs to be implemented in eight annual stages beginning from 1980. Herr Haferkamp said progress bas now been made towards carrying ont the 1985-1986 reductions together on January 1, 1985, with European Free Trade Association (Efta)

Gerald Regan, the Canadian Trade Minister and Mr Hiko-saburo Okongi, Japan's

should not use the need to cut imports as a pretext to erect new barriers.

lation on tariff reductions can be brought to Congress before the end of July. This would sanction the acceleration of the 1986 cut, but 1987 would have to he dealt with later because of possible political opposition,

need to push forward with plans to start a new round of multi-lateral trada negotiations proposed in the final communique of the seven-nation London economic summit at the beginning of June, Herr Hafer-

Inconclusive halt to Lomé talks

THREE DAYS of gruefling talks between the EEC and 64 African, Caribbean and Pacific (ACP) countries on a new fiveyear trade and ald pact ground to an inconclusive balt at the

The slow progress bas, nevertheless, come as a disappoint-ment to the French, who had boped to end their six months' presidency of the Council of Ministers with a successful conclusion to the talks. Both sides are now preparing to resume talks in the early

autumn, when, it is widely believed, pressure for agree-ment will force sufficient con-

SHIPPING REPORT

This would clear the way to formal signing in Togo, in November, in time for the pact to come into force at the expiry of the current five-year Lome

weekend.

But, despite hlockages in almost all key sectors, M Claude Cheysson, the French President of the EEC Ministers, claimed the negotiations are now "in the home straight."

Convention next March.

Obstacles to a deal remain formidable, not least due to internal disagreements within the EEC over the level of financing to be made available.

Britain, backed by West Germany, favours college. Britain, backed by West Germany, favours only a marginal increase in the ECU 5.6bn (£3.4bn) package provided in 1980, but a substantial improvement in access for ACP products to the Community market.

(£3.4bn) package provided in 1980, but a substantial improvement in access for ACP products to the Community market. France, along with Greece and Italy, fears trade concessions will hurt domestic producers, and therefore, proposes instead the maintenance of previous aid levels in real terms, giving a total figure of about ECU Sbn.

The 10 EEC members bave

agreed, however, not to name their final figure until the finan-cial and technical details on how the money is to be adminis-tered are concluded.

contention remaining are: • EEC demand for greater control over how ACP countries spend their allocations, with specific assurances that money given to bridge shortfalls in primary commodity output are ploughed back into that sector;

the ACP must have hotween 40 and 60 per cent value added in the country concerned before preferential tariff rotes apply. The Community has now offered a universal 50 per cent Among the main areas of

A series of ACP requests for financial reforms, including European Investment Bank ald for agriculture, better loan conditions, lower interest rates, and longer grace periods.

One significant concession has, however, been made by the EEC. This allows ACP countries to conclude multi-annual contracts to buy Com-munity surplus farm produce at prices fixed at world market levels on a year-by-year basis. This will allow the ACP to

plan purchasing requirements without suffering wildly unpre-dictable fluctuations in costs during the period that the con-

Turkey strikes energy deals with USSR

By David Barchard in Ankara

TURKEY and the Soviet Union are to step up energy co-operation with the construction of a natural gas pipeline and a secood energy transmission line in the Caucasus.

The location of the pipeline

was not specified in an official announcement, but is expected to run through Turkish Thrace from Bulgaria. Mr Turgut Ozal,

from Bulgaria. Mr Turgut Ozal,
Turkey's Prime Minister, recently soid that a natural gas
powerplant would be constructed outside Istanbul,
The Pipeline will bave an
initial capacity of 2bu cuhic
metres of natural gas, rising
later to 5bn. later to 5bn.

The semi-official Anatolia news agency quoted Ahmet Kurtcebe Alptemocin, the Minister for State as saying that the pipeline would be constructed in a maximum of 18 months by the Turkish pipeline company Botas. He said talks about the pur-

chase of the natural gas would get under way in Moscow in late July or early August. The Minister, who was speaking after the seventh meeting of the Turkish-Soviet Joint Economic Commission, said Turkey would purchase 720m KWH of electricity from the Soviet Union this year.

Ericsson secures \$8m Cyprus telephone order

L. M. ERISCCON, the Swedisb Hitachi of Japan, an Ericsson telecommunications and infor-mation systems group, has won an \$8m (£59m) order to supply its AXE digital telephone switching equipment to Cyprus in the first stage of a five-year system upgrading contract worth \$25m.

The contract, which involves some 100,000 subscriber lines, some 10m of its AXE lines in was won against competition 51 countries. The group had from Siemens of Germany, CIT Alcatel of France, ITT Italy and year.

anager said. The contract calls for delivery of an international switch, eight combined local and transit exchanges and one operations centre by the group's Italian subsidiary, Fatme, to be delieverd starting in 1985,

Ericsson bas sold a total of

World Economic Indicators

		UNEMP	LOYMENT		
		May '84	Apr. '84	Mar. '84	May '83
W. Germany	000s	2.133	2,254	2,393	2,149
	%	7.9	8.4	8,9	8.0
U.S.	000±	8,514	8,843	8,772	11,118
	%	7.5	7.8	7.8	70.1
UK	000s	3.084	3,108	3,143	3,049
	%	12.9	13.0	13.2	12.8
France	0004	2,168	2,235	2,247	1,913
	%	9.5	9.8	9.8	8.4
Italy	000s	2,938	2,960	3,012	2.676
100	%	13.0	73.1	13.3	11.8
Netherlands	000s	807	814	835	753
	%	14.4	14.6	14.9	13.5
Belgium	000x	552	559	574	546
	%	13.5	13.7	14.0	13.3
	,,	Mar, '84	Feb. '84	Jan. '83	Mar. '83
Japan	2000x	1,780	1,710	1,650	1,720
	%	2.7	2.7	2.7	2.6
		Source	fexcept U.S.,	UK, Japanj:	Eurostat

cessions to push through a

Owners reluctant to send tankers to Gulf

BY ANDREW FISHER, SHIPPING CORRESPONDENT

FURTHER attacks on mercbant shipping in the Gulf last week ended bopes in the tanker market that trading could resume safely after a short period without incidents. Shipowners bave thus become

Shipowners bave thus become reluctant again to commit vessels to the area, eveo at current high rates. Cargoes of Iranian oil are now barder to dispose of, with Japan the main huyer nf oil from Iran.

"The odds of being attacked have sbortened considerably," said E. A. Gibson, Shipbrokers nf London, "and the moral implication nf committing life and limh outweighs the financial and limb outweighs the financial

Chartering rates from Saudi ports eased during the week, tonnage was expected to rise by with Worldscale 37 paid for a just over 3 per cent a year up VLCC (very large crude to 1989, Lev Sychrava Assocarrier) of 250,000 tons to cietes said. France, about 20 points down on the level three weeks ago.

Galbraith's reckoned a VLCC loading in Iran's Kharg Island long-haul Gulf oil, where for Europe would fetch about aupplies are insecure; the debt Worldscale 80 now. Early this problem of the developing month, around Worldscale 70 countries; and the high volume was quoted, more than three of sbort-haul East European oil

Stressing that long-term s demand for oil from Gulf producers would decline, a new study of the tanker market last week said it was "emerging from 10 year's hibernation."

of sbort-haul East European oil exports to the West.

In the dry cargo market, rates continued to ease last week, despite plenty of inquiry, Galbraith's said. Business in grain across the Atlantic from the U.S. was guident.

Demand for all tanker expecting wheat imports into tonnage was expected to rise by Europe in 1984-85 to be slightly just over 3 per cent a year up down or static. • Wartsila, the major Finnish shipbuilding company, bas won an order worth FM 800m (f96m) from the Soviet Union to build three specialised ships.
Included in the contract is the world's largest oil recovery suction dredger, to be built at the company's Turku yard.

The yard will also build a crane vessel capable of lifting 600 tonnes, with the Helsinkl yard to build a shallow draught river ice-breaker. The ships will be delivered in 1986 and across the Atlantic from the will occupy at least 2,500 man-U.S. was quiet, with traders hours for the yards

50 NATIONS DISPLAY CULINARY DELIGHTS

Food shippers eye U.S. marketplace

"TODAY'S SPECIALITY is toast, black, pitless olives and tomorrow's staple," intoned Mr a new nut jam.

Morris Kushner, ontgoing president of the National Association for the Specialty Food Trade which beld its 30th annual fancy food show in Washington, DC, last week. Washington, DC, last week.

The entrepreneurs who occupled some 1,500 booths in the city's convention centre take some risks by breaking into the growing and lucrative U.S. market, said Mr Kushner. "We create items," he said,

then the giants come in and take them away." After 40 years in the from Italy and crispbread from business, Mr Kushner speaks Norway.

with some authority. He is the man who introduced chocolate-covered ants and grasshoppers, which in their own way, made it very big some years ago. He also originated gourmet food departments in American supermarkets, The exhibitors who plied

their cheeses, chocolates, candies, fish, wines and beers on prospective customers seemed only concerned about getting a foothold in the U.S. speciality food market, estimated at \$850m wholesale. The mammoth show featured foods and related products from about 50 nations.

A study conducted by the British Trade Development Office in New York last year concluded that the American industry is growing at the rate industry is growing at the rate of 20 per cent a year. About 10 per cent of U.S. supermarkets now stock fancy foods, the study found, with imports dominating the market. They account for 75 per cent of the cheese and biscuit sales, 63 per cent of jams and 60 per cent of the speciality cheeslates. of the speciality chocolates.
At this year's show British companies—who in 1983 earned \$96.4m in direct speciality food sales to the U.S. — hawked cheese, chocolates, jams, transled to the transless of the tran smoked salmon, boney, and biscuits. French exhibitors

pusbed a new cocktail mini

and sugar. For the non-dieters they had particularly tasty pastry shells to be stuffed with creams and decorated in grocery store bakerles.

Swedish . merchants were offering a new Nordic light beer, tubes of caviar paste and enormous preparation sticks.

enormous peppermint sticks. There were new cheeses from All exhibitors are directing bas a police station branch

in the bealth food departments,

NOTICE OF REDEMPTION

Th the Holders of

IBM World Trade Corporation

14%% Notes Due July 30, 1985

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of Section 4(c) of the Fiscal Agency Agreement dated as of July 30, 1981 between IBM World Trade Corporation and The Chase Manhattan Bank (National Association), as Fiscal Agent and Paying Agent, all of the above-mentioned Notes (the "Notes") will be redeemed on July 30, 1984 (the "Redemption Date") at the price of 100% of their principal amount. The July 30, 1984 (coupons and any coupons which matured prior to the Redemption Date should be detached and surrendered for payment in the usual manner. Interest on the Notes shall cease to accrue from and after the Redemption Date.

Redemption Date.

Payment will be made upon presentation and surrender of the Notes, together with all appurhenant coupons maturing subsequent to the Redemption Date, at any of the following

Chase Manhattan Bank (Sy

nor Handels und Frankfurier Ban

nque General du Luxembourg S.A.

a new nut jam. their efforts at a retail market, installed on its balcony.

The Dutch, anxious to take which according to Mr Kushner While super stores cater to is moving from the supermarket to its most recent variation, the "super store" which sells something to everyone.

which acres takes the supermarket all segments of the population, they sell most to the upwardly mobile with incomes of at least \$50,000 a year. This segment ing to everyone. \$50,000 a year. This segment "They can make you healthy comprises 19 per cent of the U.S. population.

sell flowers at the floral bou-tique, fill your prescriptions, bave become capricious, he said. make you fresh pasta, pizza or chocolate chip cookies while you walt . . . nffer take-out foods or counter service for your meals, sell you insurance, offer you banking services, sell short, it is the ideal market for specialty foods. ent specialty tickets and automative parts." swooped away by American One super store, he said, even giants.

In the heart of the City 23 Ironmonger Lane, London





The newest bank in the City has a heritage spanning 379 years. Banco di Santo Spirito, a modern bank with nid-established traditions, is pleased to annunce the opening of its London Branch (licensed deposit-taken, providing a full range of services for all your company's requirements on the international financial markets.

"Your bank" is at

21/23 Ironmonger Lane. London EC2V 8EY. Telephone (01) 726.2651 – Telex 885205. FOUNDED 1605

The French merchant bank in the City of London has made a name for itself.

The Chase Manhattan Bank, N.A. Corporate Bond Redemptions Box 2020

The Chase Manhattan Bank, N.A. P.O. Box 440 Woodgate House Coleman Street London EC2P 2HD, England

IBM WORLD TRADE CORPORATION By: The Chase Manhattan Bank (Natio

Dated: June 22, 1984

1 New York Plaze—14th Floor New York, New York 10081

Societé Générale Merchant Bank Limited. The new name for the London merchant bank of Société Générale. As the nuly French merchant bank in the City of London-fully recognised by the Bank of England under the Banking Act, 1979 - and

the subsidiary of nne of France's leading banks, we have a unique position in business between the U.K. and Continental Europe.

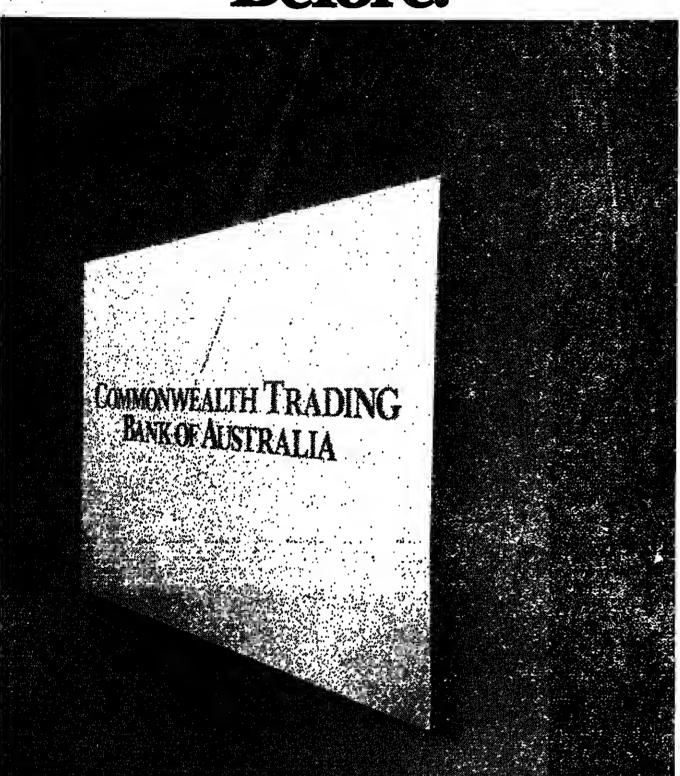
Our services encompass the traditional facilities and expertise of a City merchant bank, including securities and investment; credits and syndications; corporate finance and advisory services; new issues and capital market operations; project finance and leasing; foreign exchange and treasury services.

> Societe Genérale Merchant Bank Limited The French merchant bank in the City of London. Pinners Hall, Austin Friars, London EC2P 2DN. Telephones 01-628 8661, 01-638 4605. Telex 883543. Telegrams: Trudeb London E.C.2.

Financial Times Monday July 2 1984

Australia's strongest bank makes some radical changes.

Before.



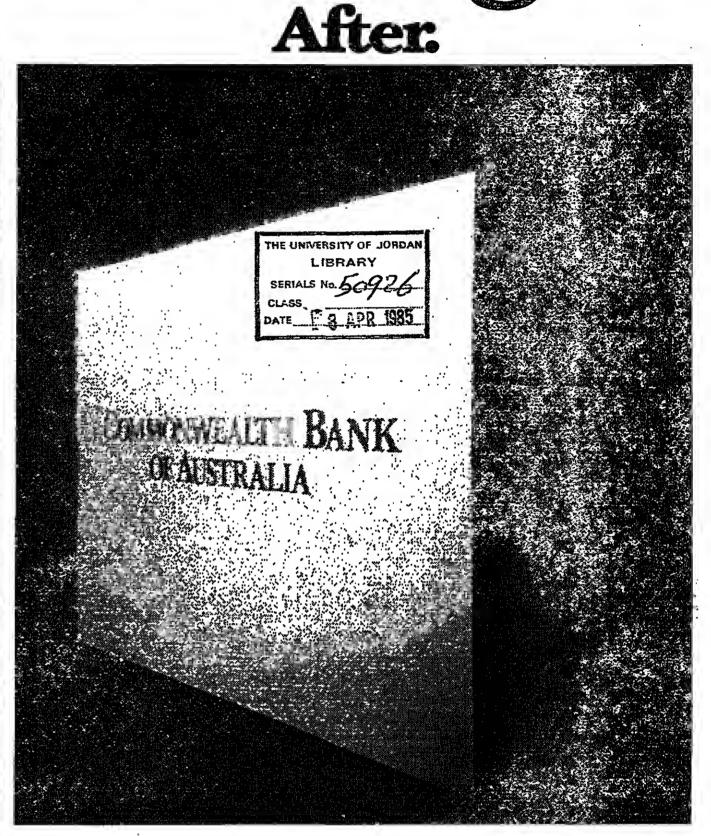
What appears on the outside to be just a minor name change is, on the inside, a major financial reorganisation.

The Commonwealth Trading Bank has acquired the whole of the issued capital of the Commonwealth Savings Bank of Australia.

The bank's name has changed to become the Commonwealth Bank of Australia.

It has significantly increased capital. Total assets of over A\$29 billion.

The highest attainable credit ratings from Standard & Poor's Corporation and Moody's Investor Service Inc. for commercial paper activity.



And a specific Government Guarantee from a country with a "AAA" credit rating.

Clearly this means an enhancement of the bank's already secure standing in international circles.

Right now is a very good time to talk to us.



SYDNEY (Head Office) Pitt Street and Martin Place, Sydney, NSW 2000, Phone 61-2-2383155, Telex 20345. LONDON 8 Old Jewry EC2R 8ED, London, Phone 44-1-6000822, Telex 883864. NEW YORK 27th Floor, Westvaco Building, 299 Park Avenue, New York, 10171, USA, Phone 1-212-5991000, Telex RCA238550. LOS ANGELES Wilshire Grand Building, 600 Wilshire Boulevard, Los Angeles, California, Phone 1-213-6894702, Telex 215387. TOKYO Suite 1805 North Tower, Yurakucho Denki Building, 7-1 Yurakucho 1-Chome Chiyoda-Ku, Tokyo 100, Phone 81-3-2137311, Telex J28167. HONG KONG 709-712 Tower II, Admiralty Centre, Hong Kong, Phone 852-5-286441, Telex 60466. SINGAPORE Suite 2204, Level 22, 50 Raffles Place, Singapore, 0104, Phone 65-2243877, Telex RS20920.

ASPECTS OF COMPONENT DESIGN ARE COMBINED BY DAISY SYSTEMS

How to map out complex silicon chips

BY GEOFFREY CHARLISH

DAISY SYSTEMS Corporation DAISY SYSTEMS Corporation, based in Sunnyvale, California, has launched a stand-alone workstation that allows very large scale integrated (VLSI) circuit designers to nriginate these "super-chips" on screen at high speed.

Engineers can address the complete design cycle from initial logic design right through to mask definition. This includes full simulation of the

circuit and its optimisation for test purposes. Complexity in these circuits has become highly desirable to cut cost in electronic systems — the more components that can be embraced on one "chip" of silicon, the cheaper (and smaller) the system becomes. But with this number approaching a million, the task of nriginating an error-free design becomes formidable.

The yewards for solving the

problem have been high and are growing, because these systems are increasingly needed by bigh-specification equipment makers whose products are not suited to standard chips. They are designing their own "semicustom" circuits — pieces of silicon covered in various kinds nf standard "cell" (fundamental transitor circuit) which are supplied by the semi-conductor company.

The cells are connected together by the user to give just what he wants, in relatively small numbers. Semi-custom chip use is growing fast and is likely to exceed \$2bn by 1988.

But whether standard, custom

But whether standard, custom or semi-custom, the problem with these chips is the merely viewing nne of them is rather like looking at bundreds of Ordnance Survey maps pasted on the side of a block of flats. Finding a specific road junction would be difficult.

Daisy was only formed in chip.



Most component designers use computer terminals such as this Hewlett Packard graphics system for circuit layout. Daisy's latest workstation integrates many of the individual design

1980 but has cracked the prob-lem so well that net income called Chipmaster, combines are generated, cutting 15 increased 10 fold to \$2.58m in many of these functions in one minutes to two bours off each 1982-83. Revenues went from \$4.5m to \$17.5m.

lt has already introduced three successful products:
Logician and Megalogician for
example, deal with logic and
circuit simulation, timing verification, logic analysis, fault
simulation and "testability" in
large scale (LSI) and VLSI

system powerful enough to deal quickly with very dense VLSI

design session. As with many modern com-

puting displays, "windows" are puting company says that a feature of Chipmaster. The The company says that circuit layouts containing millons of transistors are assily handled by Chipmaster's and enlarge it to full spoints in both X and Y axes.

The graphics appear on the circuits layouts containing the control of transistors are and work on a number of windows in the graphics appear on the circuit layouts containing user can "draw" a rectangle of concrete prefabricated houses and damp. Deck Technology operated a damp. Deck Technology operat tional CAD systems, says Daisy. behind each other in priority. The system operates directly order and shuffled to the front from the master database and as needed.

STORAGE SILICON CHIP PLUGS INTO MACHINE CONTROLS

Memories for manufacturing automation

VIDEO CONFERENCES AT FORD

Chats by satellite

FORD IS the first company to operate a permanent, in-house video conference system in Europe, with satellite links between its R and D and manufacturing centres in the UK and Germany (GEC Compression Labora)

The system has been supplied by GEC Video Systems of Slough and has involved a total Slough and has involved a local investment by Ford of about USS1m. It uses a British Telecom Megastream 2 megabit/sec line connection to the UK ground station, where a dish aerial beams the signals to Germany via the ECS-1, European communications stability. pean communications satellite.
Ford engineers in Britain
and Germany will now "meet"
doily to talk and examine drawings and prototype parts on the

The company says the low cost of operation the system will "make communication by satellite viable for the first time in everyday business use." There are two reasons: trans-mission of wide-band signals mission or wine-value signals like television is getting cheaoer in real terms. and the bandwidth of the picture itself has been sharply reduced using "bandwidth compression"

by GEC. Compression Labora-tories Inc (via Plessey in the UK) and Nippon Electric Com-pany in Japan, acceptable moving pictures can be accom-

modated within a 2 megabit/sec bandwidth. Less than 1 Mb/s is needed for still pictures or minimal-motion television. The systems achieve this by examining the picture content

of each momentarily-stored frame, element by element to see if it has changed since the previous frame. If not, no new information need be sent, cutting down the overall rate of bit transmission. The car company will be using the system for two bours every day, enabling teams of three engineers in Britain and

three in Germany to communi-cate visually. For a further six

hours, the conference centres are linked aurally.
Ford says its system halves the cost of sending people around Europe in aeroplanes, and costs only 25 per cent of previous videoconference techniques.
The idea is not new, but previous systems occasionally systems to uperate.

CONCRETE COATING PROTECTION

Acrylics resist damp

While working on boats and oil rigs in America, Beroard Beechey—now managing director of Deck Technology—saw that water resistant acrylics were effective in preventing decay. He realised that these could be applied equally successfully to bouses. On his return to Wales, be developed the coating and termed it "Environmental Barrier" because it prevents the elements attacking bouses.

Steel-reinforced bouses are

A NOVEL use in automated manufacturing for one of the most exciting new memory chips has been developed hy Lang Electronics, part of Vickers Systems.

It has huilt a programmable controller using a plug-in memory unit hased on a memory unit hased on a memory chip which retains its program when the power is grammer, a little like a profes-

in. Decor and carpets were ruined. But after our team bad painted and sprayed the six different layers of acrylic resin

different layers of acrylic resin which make up Environmental Barrier the house was dry."

The Polytechnic of Wales is conducting tests to establish that the coating bas a long-term life. A brick painted with Environmental Barrier was boiled in a laboratory for 50 bours. Even after this harsh treatment the coating remained intact. Deck Technology now offers a 10-year guarantee.

It costs £1,200 to coat an average-sized bouse, and after its successful trial in Ogwr the authority has invited Deck Technology to protect 40 other

Recycling

Waste treatment

DOMESTIC REFUSE and sewage sindge can be recycled into high quality prime materials for use in trade and industry. So says Taylor Woodrow and WMC Resource Recovery, which have set op a joint company to exploit a recovery technique developed by WMC.

Since 1980, WMC has bad a demonstration plant operating in Bristol. This is being appraded to a full scale plant. Taylor Woodrow is being very

npgraded to a full scale plant. Taylor Woodrow is being very secretive about the details of the process. It is hased on the addition of bacteria to sewage or domestic waste. These act on the waste to turn it into products such as a peat substitute for horticulture, a fibre material for use in the flatboard industry and a fiatboard industry and a fibrous additive to coal dust for a blended fuel.

Woodrow says that in the WMC process very little waste is produced, which reduces the need for landfill or incineration plants. Large cities with a disposal problem may benefit from such a pro-cess, for example. The com-pany says that plants can be sited in orban areas. Taylor Woodrow will build

Taylor Woodrow will build processing plants in modules, each capable of handling a thronghoput of 700 tunnes of waste daily. It takes about 15 days for waste to be completely converted in a continuous process. More details from the company on 01-561 5533.

Large systems

Text data retrieval

MEMEX, a Scottish electronics company, has licenced its high speed text retrieval system to Gnuld SEL Computer Systems. The equipment allows specific information to be retrieved from large volumes of unstructured text stored in a computer memory. stored in a computer memory. It is a mixture of both hardware and software and can deliver data to a screen at speeds approaching me megabyte a second. The system is compatible with Guuld's Concept/32 family of superminicomputers and runs under the central of the blair.

under the control of the Unix operating system. More de-tails from Gould in Sutton, Surrey on 01-463 0820.

leading computer company 021-454 8585

Education

Braille typing

ESSEX UNIVERSITY has developed a System that will convert Braille typing by blind students Ipin wormal text for assessment by sighted teachers, at the same many producing synthesised speech as an assistance to the writer. The keyboard has the nine keys need by blind writers on machines that normally produce embossed Braille tape. Instead, the new machine, called the Esser Speech Writer, converts the symbols entered at the keyboard into printed English text via microprocessor. Simultaneously, a speech Synthesiser produces the spoken version.

version version.

At present the machine will recognise the most basic level of Braille characters but it is expandable to include higher expandable to incinde nigner level contractions at a later date. The synthesiser can speak the text letter by letter in spelling mode or word by word using a set of general pronunciation rules. More on 0206 363236.

Design

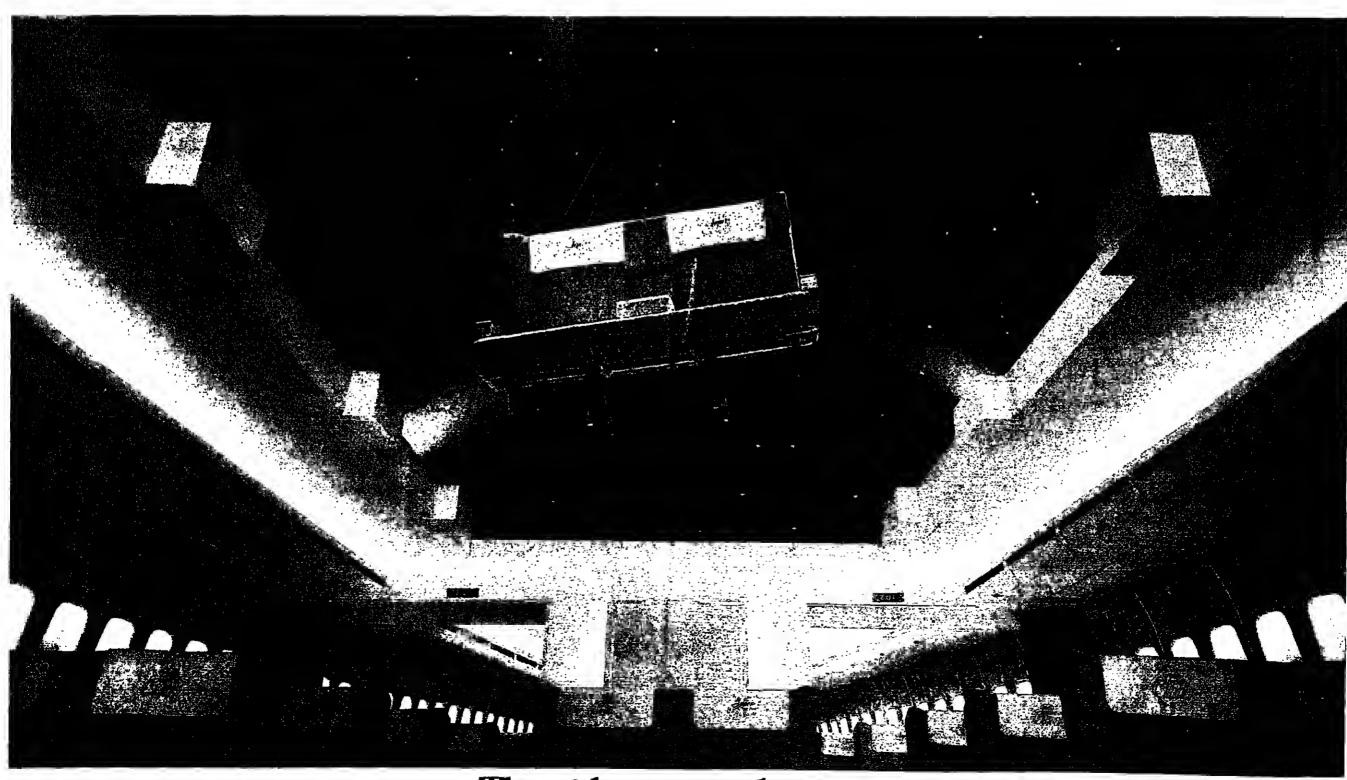
Engineering computers

DATA GENERAL in the U.S. has introduced a series of graphic and engineering computers plus an office automation system based on a complete.

comp ter.

The company said that the two t tgineering computers called distributed systems 4000 ard 4200, include high resolution colour graphics. They are for use by individual engineers.

Eclipse MV-4000, the office automation product, extends Data General's current line, It can be used by up to eight people. The computers are priced between US\$35,500 and



The widest seat in the air.

Our new Super Club business class offers you the widest seats in the air. So wide that they aren't the easiest to fu through the door. And so wide that

there is only room to fit them in six abreast instead of the usual eight. But though the seats may be few and far between, the cabin attendants are not. There

are just as many of them as before, which means they can now give you more personal care and attention than ever.

So now Super Club is on all our long-haul routes, you'll find that however far you go your flight will be a calm and restful one.



Radical efficiency drive by Mobil

BY BRIAN GROOM, LABOUR STAFF

THE EYES of much of British industry will be watching the progress of a radical new agreement hetween Mobil Oil and its unions to abolish craft demarcations among maintenance workers at the Coryton refmery, Essex.

STATE OF THE PARTY OF THE PARTY

A Company of the state of the s

. 3110

1

11 Pm 5 There is

et en

44 10 B to

Companie Companie

and the

7. 7.

1101132

 $V_{\rm tot} = 0$

9.5%

r milios

r. r.

From September 3 they will all have the title refinery craftsman" and be free to do any task which they ere skilled enough to do safely. No longer will they be called boilermakers, mechanics, crone drivers, electricians, instrument mechanics, laggers, pipelitters, riggers, scaffolders and welders.

The broadening of skills which this entails will happen gradually. A host of problems remains to be resolved, but there is optimism among the 278 maintenance work-ers. - who voted to accept the change by four to one - that the deal can improve their refinery's

competitiveness.

Mr John Dowsett, until recently the union convenor, who has been closely involved with the agreement, said: "At the very worst we couldn't be worse off than other refineries, and at best could be 100 per cent better off. The fact that there are no demarcation lines effectively removes all arguments about who-does-what which used to be a large part of our lives."

Abolition of craft demarcations is

Replacement of the present The craftsmen are taking a leap union representation system giving into the dark. In their minds is a not in itself unique, but other exam-

Particularly suitable for Chemical/

Estuary Frontage

Petro-Chemical Industries

ples are mainly on greenfield sites each trade a seat on the joint shop like Esso Chemicals at Mossmoran, stewards committee, with one in Scotland, where production tasks which each of the three areas of the and I0 craft trades have been com- plant will elect two stewards to rephined into a single class of worker resent them regardless of trade. If who alternates between main- any of the five unions concerned tenance and process work.

Mobil's deal is important because member co-opted onto the commitit is on an established site with tee but with restricted rights. historical demarcations and thus its Eighty-six job losses among the cludes:

 A shake-up of the refinery's cur- A shake-up of the refinery's cur-rent chain of command of foremen, nance, scaffolding and lagging. supervisors and superintendants. Foremen will be abolished, and supervisors transformed into "area controllers" with the role of technical advice, work planning and

in areas like team work and listening skills - techniques normally reserved for managers and supervi-

• Extra pay rises from September of 9.5 per cent plus £150, on top of considerable. Coryton is near botthe 4.5 per cent general annual in- tom for maintenance cost-efficiency crease which was paid in May. The in British refineries. Mohil hopes working week was cut from 40 to the deal will at least push it into the 37% bours from June 1.

South Marsh Road

FREEHOLD-

(0472) 361535/6/7/8

DEVELOPMENT LAND

available immediately

Edito Aports, Values & Arctioners Healey & Baker

01-629 9292

Immingham

fails to win a seat, it will have a

experience will provide lessons for manual maintenance workers much of industry. It is also signifi- with another 36 later - and 20 cant because of the radical nature among the white-collar supervision of the total package, which in- staff Mobil will contract out jobs not requiring skills specific to the

> Craftsmen have agreed in principle that process workers will be al-lowed to do some maintenance tasks, such as simple spanner work involved in opening flanges.

people development."

Not all, however, will become complete Jacks-of-all trades. Spetraining to broaden the workers' skills, and also behavioural training and turbines will remain restricted. Mohil will also retain a broad distinction between instrument/electrical and other trades.

upper quartile.
The craftsmen are taking a leap

balance between hope that their potential for acquiring skills will be more fully realised, and fear that they may not be up to what is demanded of them.

Much will depend on the success of behavioral training.

Mr John Flynn, the joint training project manager said: "Most resistance to change is not about coping with the technological impact, it's to do with the impact on human relationships. Our job will be to help Mobil employees to deal with these, check out their assumptions and beliefs about each other, and belp them to move away from traditional habits of thinking and behaving."

Mobil intends to make training a continuous process.

It believes the new pay rates will bring its craft workers on to a par with those at Esso's Fawley refinery in Hampshire, which bas been in the forefront of productivity hargaining since the 1960s. From Sep-tember a Coryton craftsman will earo a basic £211.32 a week, excluding special disturbance allowances.

So far Mobil's agreement is only a framework, which needs to be turned into solid achievement. If it succeeds other companies will take note. This would accelerate the changes in working practices tak-ing place across British industry.

Managers in contest finals

By Michael Dixon

FOUR TEAMS of managers will meet in London today for the finals of the UK management championship sponsored annually since 1970 by the Financial Times, ICL and the Institute of Chartered Accountants in England and Wales. The Confederation of British Industry and the Institute of Directors are associate

The contestants for the £2,000 first prize include last year's win-ners. Mr Geoffrey Brown of Shell UK, Mr John Chappell and Mr Paul Webh of Rank Xerox.

Their challengers include a team from M and G which came third in the 1983 national event. The other two are W. W. Johnson and Son, the Lincolnshire agricultural company, and a five-strong private entry under the came of Mancon.

Thatcher may back new Ulster initiative

By Margaret Van Hattem

A HOUSE of Commons debate to day on Northern Ireland will be listened to intently for any indication of whether Mrs Margaret Thatcher, the Prime Minister, will give her full hacking to a fresh attempt to unblock the political stalemate in the province.

No major proposals are likely to be unveiled today - but there are signs that there may be a major new initiative later this year and that, so far, Mrs Thatcher is back-

Today's debate will be on the re port of the New Ireland Forum "and other documents" - a formula which permits debate on not only the nationalist case, as set out in the forum report, but also the unionist case, as set out in docu-ments prepared by the Official Unionist Party and the Democratic Unionist Party.

All these documents contain

much of the uncompromising wording that has killed political life in Northern Ireland. But there are hints of a readiness to resume talk

The last big initiative on Northern Ireland - the setting up of the Assembly two years ago – was nearly sabotaged by the efforts of a group of right-wing Tories sympathetic to the unionists. Amid the general apathy over the province's affairs and signals that they bad the tacit support of the Prime Minister, they were able to give Mr James Prior, the Northern Ireland Secretary, a rough ride.

Several things bave changed. Relations between Mr Pri-or and Mrs Thatcher appear to bave improved. There is rising concern over the political progress hy Sinn Fein and the degree to which the political stalemate is promoting their cause.

The Irish Government hopes that today's debate will open further the doors Irish nationalists sought to open hy producing the forum re-port. Although the report sets out options for re-uniting Ireland and for joint Anglo-Irish administration of the province, it stresses the will-logness of Irish nationalists to discuss any other proposals.

Irish ministers have recently gone out of their way to praise The Way Forward, the document pro-duced by the Official Unionists.

CORRESPONDENT BANKING IN THE FINEST ROYAL TRADITION

A commitment to mutually rewarding correspondent banking. Consulidated assets of more than DM 92 hillion.

Headquartered in Munich, the huh of Bavaria's growing technology-based economy

Southern Germany's most extensive hranch network.

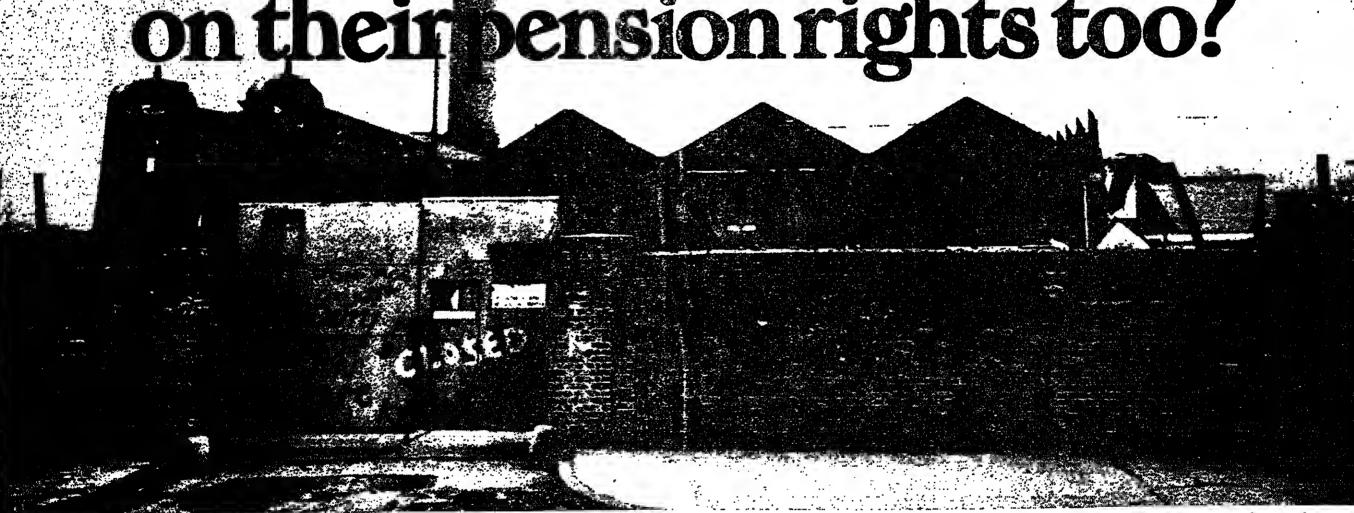


BEING KNOWN AS A NUMBER CAN BE A VERY PERSONAL THING

Look, for example, at the individual registration number on the back label of your bottle of Beefeater Gin. If it were JF 1222146, it would tell you that your Beefeater was distilled Thursday, January 5, 1984, under the supervision of Thomas Bowman, Master Stillman, and that the distillation was approved personally by Mr. Norman Burrough, a direct descendant of our founder, before it was allowed to leave the distillery.

Does it help to know all this? Yes. That number is a vital part of Beefeater's quality control. Because the number is Mr. Bowman's personal signature. And Mr. Burrough's as well. And any artist is at his best when he has to sign his work.

Do you have to shut the door on their bension rights too?



Close the factory gates and you won't just put a workforce on the streets. Chances are, you'll also be putting

their pensions permanently on ice. Hardly a just reward for years of

loyal service. True, there's legislation in the pipe line to increase the value of frozen pen-

sions by up to 5% pa. But you'll almost certainly have to fund that increase out of company profits.

And there's still the problem of administering all those frozen pensions for years to come.

Happily, there's a rather more attractive prospect open to employers and employeesalike.

We call it the NEL Transfer Plan.

GUARANTEEDGROWTH

For the employee, it can provide guaranteed growth of at least 6% pa and the potential of much greater returns.

(With the option of a payment to dependants in the event of premature death.)

Or, alternatively, the security of a guaranteed minimum pension at low cost.

For the employer, it means freedom from all the red tape of pension fund administration.

In all cases each transfer requires only a single payment.

With no limit on the number of transfers you can make in a year.

You'll also be handing over responsibility to people who know the business of transfers inside out.

In fact we're already underwriting a third of all business in this growing sector of the market.

We can't protect a man's right to work.

But we can protect his rights to a decent pension. SOURCE MONEY MANAGEMENT, APRIL 1984

To:The Marketing Department, National Employers Life, FREEPOST, Milton Court, Dorking, Surrey RH4 3LZ. Tel: Dorking (0306) 887766.

Please send me full details of the NEL Transfer Plan.

Name Company Address		
- ·	Name	
- ·	Company	 ······································
	Address	

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

Washington, D.C.

DM 300,000,000 81/30% Deutsche Mark Bonds of 1984, due 1992



Offering Price: Interest: Repayment

Listing:

8 1/6% p.e., payable ennually on July 1

July 1, 1992 at par et all German stock exchanges

Deutsche Bank

Dresdner Bank

Commerzbank

ADCA-Benk Aktiengesellschaft Aligemeine Deutsche Ciedit-Anstalt Baden-Württembergische Bank Akuengesellschaft Beyerische Hypothe und Wechsel-Bank Al tiengesellschaft

Joh. Berenberg, Gossler & Co. Bankhaus Gebrüder Bethmann

Deutsche Bank Saar Aktiengesellschaft Deutsche Länderbank Attengesellschaft Effectenbank-Warburg Akuengesellschaft Handels- und Privatbank von der Heydt-Kersten & Söhne

Landesbank Saar Girozentrale

B. Metzler seel, Sohn & Co.

Karl Schmidt Bankgeschäft

M.M. Warburg-Brinckmann, Wirtz & Co.

Arab Banking Corporation -- Oaus & Co. GmbH

Bedische Kommunale Landesbank Girozentrale — Baverische Landesbank

Aktiengesellschaft Bremer Landesbenk Kreditanstalt Oldenburg Deutsche Kommunalbank

Conrad Hinrich Donnier

Hallbaum, Maier & Co. AG Georg Hauck & Sohn Bankie nanditgesallschaft auf Aktien Bankhaus Hermann Lampe Kommanditgesellschaft Landesbank Schleswig-Holstein National-Bank Aktiengesellschaft

Schwäbische Bank Aktiengésellschaft Trinkaus & Burkhardt

Sal, Oppenhelm jr. & Cia.

Aktiengesellschaft

Redemption Notice

PEUGEOT S.A.

£22,500,000 14% Bonds due August 1, 1990

the above described Bonds were issued, that Citibank, N.A. as Principal Paying Agent, has selected by lot for redemption on August 1, 1984 through the operation

of the Sinking Fund, \$1,000,000 principal amount of said Bonds at the Sinking Fund redemption price of 100% of the principal amount thereof, together with accrued interest to the date fixed for redemption. The serial numbers of the Bonds selected by lot for redemption are as follows:

10718

6685 6708 6740

The following Bonds drawn for redemption in 1983 have not yet been pre-

197

After August 1, 1984, £18,500,000 Bonds will be in circulation.

ented for payment in the usual manner.

4042 4105 4139

2095 2111

1207, 1209, 1229, 1229, 1310, 1321, 1338, 1345, 1357, 1376, 1377, 1378, 1378, 1378, 1378, 1378, 1379, 1494, 1494, 1482, 1482, 1482, 1482,

8156 8196 8198

8224 8263 8303

NOTICE IS HEREBY GIVEN, pursuant to the Trust Deed, between Peugeot and The Law Debeature Corporation p.l.c. dated August 8, 1980 under which

11789

11897 11902 11920

270 693 944

11735 11750 11753

On August 1, 1984, there will become due and payable upon each Bond selected for redemption the said redemption price, together with interest accrued to the date fixed for redemption. Payment of the redemption price of the Bonds to be redeemed will be made upon presentation and surrender of said Bonds, with all coupons appertaining thereto maturing after the date fixed for redemption, at the offices of Citibank, N.A., 336 Strand, London WC2 and subject to applicable laws and regulations, at the main offices of Citibank, N.A., in Brussels, Frankfurt (Main), Paris, and Zurich, and at the office of Citibank (Luxembourg) S.A. in

On and after the date fixed for redemption, interest on said Bonds will cease to accrue. Coupons due August 1, 1984 should be detached from the Bonds and

244 619

13072

13090 13096 13113

13149

13160 13168

13221

14132

307 735 956

Westdeutsche Landesbank Girozentrale

Bankhaus H. Aufhäuser

Renk für Gemeinwirtschaft Aktiengesellschaft Aktiengesellschaft

Berliner Handels- und Frankfurter Bank Delbrück & Co.

DG Bank Deutsche Genossenschaftsbank **DSL Bank** Deutsche Siedlungs- und Landesrentenbank Hamburgische Landesbank Hessische Landesb Girozentz Landesbank Rheinland-Pfalz

Reuschel & Co.

Merck, Finck & Co.

Aktiengesellschaft Versins- und Wes

18148 18177 18188

18237

18241 18244

18283

18852 18874

19020 19047

THE TORYO ELECTRIC POWER COMPANY INCORPORATED (TEPCO)

The largest privately-owned electric utility company in the world.

The largest company in Japan, with total assets of over ¥8 trillion (\$38 billion).

Supplier of over 30% of all power in Japan to 19 million customers in and around Tokyo.

CHARACTER OF FRENCHAL RESULTS

Sales up 7%, net income after tax up 13% in last financial year.

imparite acons.			
(Year ending 31 March)	1983 (Yen billion)	1984 (Yen billion)	1984 (\$ million)
Gross sales	3,484	3,712	16,497
Operating income	594	706	3,136
Ordinary income	195	257	1,142
Net income after tax	108	122	542
Total assets	7,915	8,573	<i>3</i> 8,101
Shareholders' equity	966	1,023	<i>4</i> ,548

\$0.42 Yen 94 **Yen 83** Earnings per share Yen 50 \$0.22 Yen 50 Dividends per share



1-3, Uchisaiwai-cho 1 chome, Chiyoda-ku, Tokyo 100, Japan.

Portsmouth and Sunderland Newspapers, plc

Points from Sir Richard Storey's statement to shareholders

Profits down in a year of development

In the year to March 1984 trading conditions were such that our newspaper advertising volume fell 1% while newspaper sales and advertising revenue in real terms remained stable. Costs, although carefully scrutinized and restrained, rose by 8%. In consequence the group pre-tax profit of £1,077,000 was only 51% of last year's.

There are good explanations for the exceptional result. Difficulties with the new Porsmouth preses cost about £400,000. To provide funds for the development of its hardness. The Comment of the hardness. business, the Company not only realized a block of its investments which last year contributed a non-trading profit of £302,000 but also borrowed money which cost £353,000 in interest. Moreover the Company's dec to promote newspaper sales by not regularly increasing cover prices meant that this year revenue did not match rising costs.

There are encouraging signs that in the current year advertising volume will rise. In February cover prices were raised. No further increase is planned until circulations, inevitably reduced by these recent rises, have at least been restored.

In the autumn the Company acmired The In the autumn the Company acquired the Croydon Advertiser Series of 13 weekly paidfor and free newspapers in the South London
suburbs between Bromley and Epsom,
transferred the printing to Portsmouth, and
sold the Croydon press and premises with a
lease-back of those parts still required. There
are plans to improve this business's results. An important event was the floration of Reuters Holdings plc. On June 1 the Company's Reuters shares became worth \$7.1m (after allowing for capital gains tax). It was decided to retain about half the value of these holdings in Reuters and to realise £3.0m which, together with £2.5 million corporation tax repayment, will substantially reduce the Company's net borrowing.

Modern Production Methods at The News Centre

I have repeatedly stressed the importance of making the optimum use of all modern newspaper production methods and recently welcomed progress towards achieving such use with the National Graphical Association and other trade unions. It is particularly frustrating, therefore, to have to report that at The News Centre, Portsmouth, the second ise of a three-phase introduction of single keyboarding was not introduced. Little time nnw remains for implementing these twn phases if the Company's 1984 target is to be

met. (The Company, at much cost to isself, agreed to the long phasing-in period only to help the N.G.A.'s political situation.) A commitment has been confirmed that no employee at The News Centre will be made computering redundant as a result of introduction of this technology in Portsmouth and an offer made to the N.G.A. to transfer suitably qualified compositors to editorial. In return, the N.G.A. has demanded a closed shop for its transferred members, or a general state of the st closed shop in journalism. Neither demand acceptable - as it would not be to almost

acceptable — as it would not be to almost any newspaper in this country's provincial Press. (One newspaper which did agree an editorial closed shop was expelled from the Newspaper Society for breaching a basic tenet.) The Company, as it has stated for many years, cannot secept a closed shop for those who write for it — to do so would allow a trade union the means of controlling editorial content. ditorial content. It is becoming obvious that the N.G.A. is

more intcot on preserving its organization than nn keeping provincial newspapers profitable enough to continue to provide job for its members. This philosophy is like the nanagement of a hospital concentrating more nn employing doctors and nurses than on healing the sick. Continuing use of futile labour only degrades employees and weakens a business. Newspapers in most other a business. Newspapers in most other industrialized countries of the world have long since transferred those who did such futile composing-room jobs to productive work. While everybody greatly bopes that the tenyear-old negotiations will be successful, the position is approaching very fast when alternative means for securing the full use of modern technology will have to be sought.

News Shops' year was disastrous. Consumer expenditure on alcohol, tobacco, books, papers, and magazines declined. News Shops papers, and magazines declined. News Shops also suffered a serious fraud and, in combination, these misfortunes converted last year's poor profit into this year's C.C.A. loss of £177,000. I remain confident that this subsidiary will become properly profitable. The Company sold and leased-back the shops' freehold premises for £601,000.

When Solent Cablevision Limited failed to tain a cablevision licence, the Company taking, instead, the opportunity arising from

its new Croydon newspapers, to see if an investment might be made in the company which obtained a licence there.

The £11m building extension in Portsmouth The film building extension in Portsmouth with the two Goss Metroliner presses was formally opened by my son, Keneim, on November 25, 1983. These presses are now producing high-quality work including colour. The Company incurred substantial losses from serious technical problems when these presses failed to operate properly and continuously from the startum date. The supplies with the from the start-up date. The suppliers with the help of the Company's management and staff, speat much time investigating the problems and making modifications and recommendations.

1...

. .

The North East

In Sunderland the contract printing now includes a good contract from abroad. This is an example of a well-run office — although without the best use of modern technology reducing its unit costs and thus being ab ompete with European printers and to maintain jobs.

Plans for the modernization of Hardepool office have been confirmed, a provisional agreement with the trade unions reached, a newspaper press ordered, and other equipment is being planned. Other Subsidiary Interests

The revenue of Communications and Employee Relations Training Limited increased in £180,000 and its profit to £29,000. The success of this small subsiduring the recession is praiseworthy. C.E.R.T. is working for some highly respected companies — such as the Cornhill Insurance Company and Reuters. Although it is still small, C.E.R.T. is well founded and wellplaced to develop.

The Good News Production Company The Good News Production Company
Limited, while making a loss of £85,000 in
the difficult trading circumstances of last
year, recently achieved some successful sales.
It, too, has done an increasing amount of
good work for well-regarded companies, also
including Reuters, and has found a particular
niche in working for publishers — providing
services for most of the better-known names
in that industry. I am confident that this
company will become profitable. Development
in co-operation with other newly founded or
acquired companies, especially C.E.R.T.,
could be beneficial.

Salinas y Rocha, S.A. (Incorporated in the United Mexican States) U5\$25,000,000

Floating Rata Notes Due 1988 h accordance with the provisions of the Notes and the Agent Sonk Agreement between Solinas y Roche, S.A., and Citibank, N.A., dated December 23, 1981, notice is hereby given that the Rote of Interest has been fixed at 137/1679 p.m. and that the interest poyable on the relevant Interest Payment Date, December 31, 1984, against Coupon No. 6 in account of 11655 000 accounted to the Notes will be 11655 000. respect of US\$5,000 nominal of the Notes will be US\$345.27 June 29, 1984, London 8y: Citibank, N.A. (CSSI Dept), Agent Bank

CITIBANCO

An open ended fund (listed in London) specialising in shares of precious metals, oils and other minerals, Consultent: Dr F.O. Collender, Investment Advisers: Strauss, Tumbull & Co.

30th May 1984 assets per share \$13.07 Performance

last 12 months since inception +42.9% (Gold -12.8%)

For copies of the Interim Report write to: Minerals Oils and Resources Sheres Fund Inc., Royal Trust House, Colomberie, St. Heller, Jersey, C.L. For price and yield - see Financial Times "Ottshore & Overseas".

June 29, 1984

For PEUGEOTS.A. CITIBANK, N.A., London (C.S.S.L Dept) As Principal Paying Agent

499 796 971

UK NEWS

Concessions on Insolvency Bill considered

THE GOVERNMENT is planning to recommendations formed the startmake a concession over the most controversial aspect of its projected Insolvency Bill. As a result the directors of companies which have rectors of companies which have been compulsorily wound up will not automatically be disqualified from the management of any other

lished at the end of February, has been the subject of much hostile comment in the past few months.

Critics have argued that it could be the subject to the three-year han. They would have to show that they were not to have for the company's troubles - perhaps because they had read to the subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to have subject to show that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown that they were not to show they are shown they are shown the Critics have argued that it could discourage people from acting as non-executive directors, and thereby de-prive companies of a valuable

ource of outside advice.

ing point for the White Paper, said the sanction was probably too harsh to get through Parliament.

company for a three-year period.

Thus tough penalty, which was put forward in a White Paper (govthat they should not be subject to

long on the board.

Mr Alex Fletcher, minister with responsibility for corporate and consumer affairs at the Department of Trade and Industry, will give de-Sir Kenneth Cork, head of the Intalls of the concession in a speech in the next few weeks.

Ex-Lloyd's broker to sue over Fidentia

BY JOHN MOORE, CITY CORRESPONDENT

MR CHRISTOPHER MORAN, the an he is claiming damages from Mr former Lloyd's insurance broker, Brooks and Mr Dooley for alleged has started civil proceedings over the controversial Fidentia affair in the Lloyd's insurance market. deceit and/or breach of contract and/or breach of fiduciary duty "in and about their activities as active

Court on Friday and is expected to cate 89" from 1973 to 1977. be served today against Mr T. Ray- Mr Moran is also seeking dammond Brooks and Mr Terence Doo- ages against other companies.

prompted by an internal Lloyd's report on the relationship of the Fiderine Holdings Ltd and H. Clarkson Marine Holdings Ltd. of Bermuda with Mr Brooks and Mr He is claiming damages

reinsurance contracts had been ar-ranged by Mr Brooks and Mr Doo-rine Holdings Ltd alleging breach ley in a way which provided finan-cial benefit to Fidentia, which they both controlled, at the expense of syndicates under their manage-syndicates under their management. Fidentia gained a net £8.2m. All the defendants in the writ launched by Mr Mor to contest the action.

TYNDALL BANK

STERLING MONEY FUND

2.5% on deposit and

write your own cheques

(Annualised compound equivalent $8.77\,\%$)

Designed to suit the special needs of British expatriates and overseas residents, the Tyndall Bank Sterling Money Fund is a unique high interest deposit account with a cheque book. Expatriates benefit from rates of interest normally only available to major investors in the money market and keep their funds immediately accessible. Interest is paid gross without deduction of tax. Consider the following advantages: Your money is invested with H.M. Treasury, recognised banks, their wholly owned subsidiaries and selected local authorities — assets of the highest calibre. So you get high

rates of interest and the highest security.

The convenience of a cheque book gives you access to your funds at all times. Use it to pay school fees, for instance, or in transfer to your current account.

Interest credited four times a year means an even higher return because the interest itself earns interest for you. So the current rate, if maintained, equals 8.77%.

No reports are made to any government authority, for non-residents of the Isle of Man.

Tyndall Bank (Isle of Man) Limited is licensed under the Manx Banking Act 1975.

The Tyndail Group is one of the leading investment management groups in the UK and is wholly owned by Globe Investment Trust P.L.C. Funds managed within the Globe Group exceed £1,000 million.

finimum opening deposit £2,500. Regular savings from £100 per month.

Send off new for a booklet and application form by completing the coupon below.

Tyndall Bank (Isle of Man) Limited

Dept FTF, 30 Athol Street, Douglas, Isle of Man Telephone, 10024] 29201 Tetex: 628732

Please send me full depaits of the Tyndoll Bank Sterling Money Fund. I am am not a customer of I) adult Bank (Isle of Man) Limited.

A writ was issued in the High underwriters and deputies of Syndi-

ley, and eight other defendants in connection with the Fidentia affair. are Brooks and Dooley (Underwrit-Mr Moran is suing in his capacity as a member of one of the Lloyd's Ltd, Brookgate Investments Ltd, insurance syndicates managed hy. Bellew Parry and Raven Ltd, Alexander Howden und Swann Ltd, ander Howden und Swann Ltd. Mr Brooks and Mr Dooley. ander Howden und Swann Ltd.
Mr Moran's action has been Glanville Enthoven and Co (Rein-

Dooley, who ran the Brooks and Bellew, Parry & Raven Ltd, Alexanunderwriting agency at der Howden and Swann Ltd, Glanville Enthoven and Co (Reinsur The report on Fidentia found that ance) Ltd. Clarkson Puckle Marine

All the defendants are expected

ACTION PLANNED OVER THREAT TO RECOVERY

Skill shortages cause alarm

ing the recession.

uate engineers.

craftsmen and draughtsmen. The

concern is now about shortages of

technicians, technologists and grad-

There are about 180,000 techni-

cians working in engineering - 9 per cent of the total workforce -

and these employees will play a vi-

tal part in the industry's future suc-

cess. Yet the intake of apprentices

for technician and craft training

this year was a record low of 8,700,

about 15,000 below annual recruit-ment in the mid-1970s.

out 6.000 technicians a year.

BY ALAN PIKE, INDUSTRIAL CORRESPONDENT

TWO high-level initiatives are being age of skilled workers could under-There is alarm in the engineering of employees with high technology qualifications.

The first initiative is by a committee which includes senior industrialists and academics under the chairmanship of Mr John Butcher, Under Secretary for Industry. The committee will examine the problem and it plans an interim report before the parliamentary recess in the summer and a final version in the autumn.

It is also likely to commission a detailed research inquiry, but this could take 18 months to complete and members of the committee are insisting that remedial action must start before then.

In a separate move to tackle defi-ciencies in UK industrial training the root cause of skill shortages the Manpower Services Commission (MSC) is to present industry with an action plan hy September.

Mr David Young, MSC chairman,

said: "It is no use just having fine words. The facts are known. We have to come out with a programme for action. We do not have too much time. The feeling is that if we do not do something as a nation in four or five years, it will prohably be a waste of time."

The MSC action plan will be rectors of some engineering compa taken because of fears that a short- based on the evidence of an Insti- nies regard as a crisis. Mr Glyn Trollope, personnel di tute of Manpower Studies report

mine Britain's economic recovery. showing that the U.S. Japan and rector of GEC, spoke of a "national West Germany have a much greater and fundamental problem" when he industry, in particular, about a lack commitment to industrial training led a delegation from leading engi than the UK. Employers in these neering companies to the House o competitor countries have in- Commons last week, the delegation creased spending on training dur- was seeking support for a govern ment-sponsored agency to identify UK engineering companies went and correct shortages of technologi into the recession with shortages of cal skills.

The proposed agency would be able to grant public funds on a selective temporary hasis until a par ticular shortage was cured.

GEC companies have hundreds of unfilled vacancies for technologists and technicians. Mr Trollope said the problem was getting worse. At Plessey, where 3,500 technologists are employed, a study concluded that work could be found for 700 more if such people were available

ahout 15,000 below annual recruitment in the mid-1970s.

The Engineering Industry Training Board calculates that, because

Mr Parry Rogers, Plessey's director of personnel, said: The one thing which can stop our company doing all it is capable of is skill of the low apprentice intake of re- shortages. There is a problem, but cent years, only 4,006-5,000 newly- we must not all go around saying it trained young technicians a year is too late. If we create a new part-will enter the industry between now nership between government, inand 1987. Retirements, promotions dustry and education, the problem and other natural wastage will take can be solved."

Concern about the future supply of employees with high technology skills has reached a point which dindendrian demand outside the industry.

NOTICE OF REDEMPTION

To the Holders of

OWENS-CORNING FIBERGLAS FINANCE N.V.

I now Owens-Coming Fiberglas Corporation]

9% Guaranteed Sinking Fund Debentures due August 1, 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as af August 1, 1971, as supplemented, providing for the above Debentures, \$1,930,000 principal amount of said Debentures have been selected for redemption on August 1, 1984, through operation of the Sinking Fund, at the redemption price of 100% of the principal amount thereof, together with accrued interest to said date, each in the denomination of \$1,000 bearing serial numbers with the prefix letter "M" as follows:

Outstanding Debentures with serial numbers ending in any of the following two digits:

22 39 43 57 64 72 74 36 41 52 58 67 73 76 Also Outstanding Debentures with the following

serial numbers:

On August 1, 1984, the Debentures designated above will become due and payable in such coin or currency of the United States of America as at the time of payment shall be legal tender for the payment of public and priyate debts. Said Debentures will be paid, upon presentation and surrender thereof with all coupons appertaining thereto maturing after the redemption date, at the option of the holder either tal at the corporate trust office of Morgan Guaranty Trust Company of New York and West Broadway, New York, N.Y. 10015 or this subject to any taws or regulations applicable thereto in the country of any of the following offices, at the main offices of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London, Paris, Zurich or the main offices of Bank Mers. & Hope NV in Amsterdam, Kredictbank S.A. Luxembourgeoise in Luxembourg and Credito Romagnolo S.p.A. in Milan-Payments at the offices referred to in 1th above will be made by check drain on a bank in New York City or by a transfer to a dollar account maintained by the pages with a bank in New York City.

New York City.

Coupons due August 1, 1981, should be detached and collected in the usual manner.

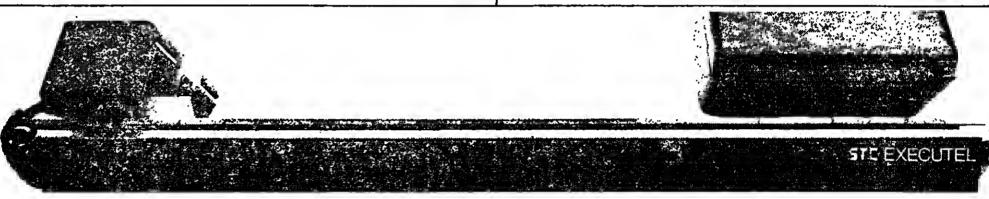
On and after August 1, 1981, interest shall cease to accrue on the Debentures herein designated and after August 1, 1981, interest shall cease to accrue on the Debentures herein designated.

OWENS-CORNING FIBERGLAS CORPORATION

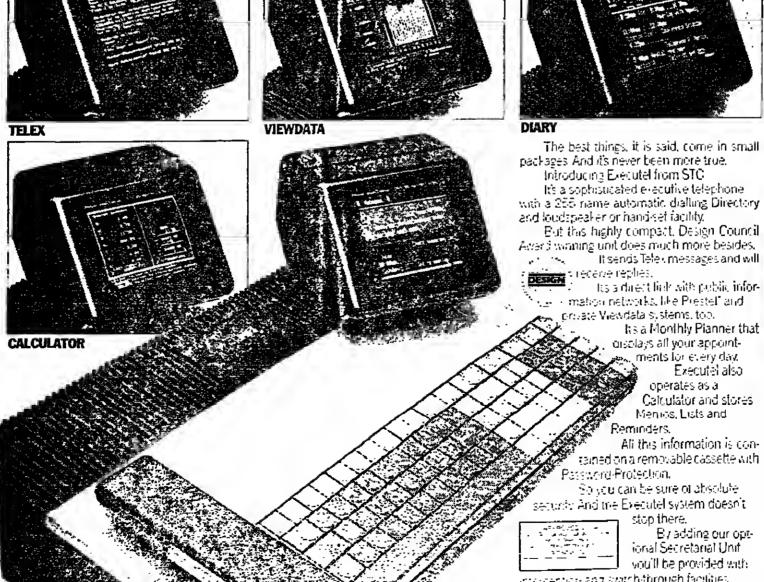
Dated: June 29, 1984

NOTICE

The following Debenture previously called for redempion has not as yet been presented for



IT'S AS THICK AS TWO SHORT PLANKS.



The best things, it is said, come in small packages And its never been more true. Introducing Executel from STC.

and loudspeaker or hand-set facility. But this highly compact, Design Council Agard waning unit does much more besides.

its a direct link with public infor-._- mation networks like Prestelf and private Viewdata systems, too.

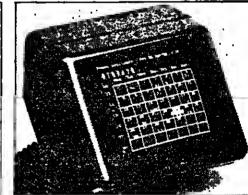
its a Monthly Planner that oisolays all your appointments for every day. Executel also operates as a Calculator and stores

Menios, Lists and

Reminders. All this information is contained on a removable cassette with

So you can be sure of absolute. security And the Executel system doesn't stop there.

By adding our optional Secretarial Unit vould be provided with interception and switch-through facilities.



PLANNER



DIRECTORY

Your secretary can maintain your Diary and Directory, and has access through the keyboard to the same Viewdata and Telev systems. But for all this sophistication, Executel couldn't be easier to use.

Even if you've never touched a keyboard before, you'll be using it in minutes!

And it won't be long before you're wonder-

ing how you ever managed without it. For further information, phone 06286 65411, now

Lines open 7 days a week. During office hours, ask for Melanie.

Or post the coupon to: STC Executel, 45 High Street, Burnham, Slough, Berkshire,

in, or greated. Playse contact met. I would blie an Executei unit. 🛄 il would blie a tree brochure. 🖸 19 - 3 (New September 2) demonstration () I would like a representative to call () Two appropriate box

IPNA 2 N.V.

FTF:Jun/84

STC TELECOMMUNICATIONS LTD

NOTICE IS HEREBY GIVEN THAT in accordance with Article 8 of the Conditions of Administration, the Annual General Meeting of the holders of Depositary Receipts of IPNA 2 N.V., will be held on June 27th 1984, at the office of the Stichting in Amsterdam, Herengracht 320 at 14.30 p.m. in order to review the annual Accounts of IBMA 2 N.V. accounts of IPNA 2 N.V.

Notice that in accordance with Article 9 of the Conditions of Administration, holders of Depositary Receipts or their representatives are not allowed admissions on the meeting unless they have deposited their certificates at the office of the Stichting at least three days prior to the meeting, or unless they have so deposited with the Stichting a statement from a bank that such certificate will be held in its custody until the end of the meeting. Motice that agends of the meeting and the annual accounts 1983 have been deposited at the offices of the Stichting at the aforementioned address and a copy thereof will be sent upon request to any holder of depositary receipts.

STICHTING IPNA 2 TRUST SERVICES

Andrew Fisher on a market where several British groups lead the world

The paperchase for specialists

make it yours," said Mr Jeremy Leigh Pemnerton, managing director of Whatman Reeve Angel, maker of specialised papers for the scientific, industrial and art mar-

Innovation, alertness and marketing aggression are all at a nremium in the speciality paper market Several UK companies are world leaders in their various products, with much of their output go ing abroad. Research hudgets are high and competition is tough.

Throughout the recession, they mostly maintained investment in new equipment and modernisation. In 1984, they are seeing demand continue to recover and profit margins widen. But they still face considerable problems, not least the

streagth of the dollar. Biggest in the speciality sector is Wiggins Teape, part of BAT Industries and prominent in the carbonless paper market. It has invested about £130m in the past five years and spends some £4m annually on research 220 development.

stone-based Whatman Reeve - it al- important is niche marketing and so makes industrial filter equip- specialisation." In the straight labment - has kept up the pace of investment, spending some £400,000 seen the signs of market saturation. to £500,000 a year. Last year, it relaunched its special art paper range after an absence of some 20 years from the market.

"Much used by Turoer, Gainsborough, Cotman and others" as Whatman boasts, the art papers contributed a good deal to the company's name in the quality paper market. Stocks still around from the 1960s fetched up to 550 a large sheet in New York before the re-

For art paper, a small part of the company's product range, the raw material is cotton, as it is for some of the laboratory papers. But Whatman also uses glass microfibres from the U.S. for scientific and in-

1931 114.2 920.0 652.9 132.7 545.3 440.4 323.2 3,379.7 Prizzing and writing Corrugated case Packaging papers 425.7

Source: British Paper and Board Industry Federation

mills' output. Exports from its Bel-

gian carbonless paper mills were 90

per cent. It has just over a third of

market of some 400,000 tonnes.

Growth in the market is currently 8

per cent a year, but is expected to

tail off to around 6 per cent in a few

Mr Ted Brazington, head of the

carbonless side, said: "The Ameri-

can market is to some extent a con-

venient crystal hall, being some two

or three years ahead." With no

signs of the U.S. market falling off

yet, the omens for Europe are en-

The sharp rise in pulp prices in

recent months, along with the

weakness of sterling against the U.S. dollar, bas boosted costs. J.R.

Crompton, the Lancashire-based

put by at least 10 per cent this year

couraging.

£3.5m in five.

overall European carbonless

It has begun selling fibreglassbased papers with different layered densities for industrial filtration and air pollution control. The company has just received its first commercial order for this.

"It will be a premium, not a highvolume product," said Mr Leigh Governor of the Bank of England. The company sets its prices accordingly, not simply covering costs with a small margin of profit on top. hut seeing what the paper is worth to the user.

esearch and development. "We don't rush round trying to fill On a smaller scale, the Maid-our machines," he added. "What's oratory market, Whatman has long paper to be used ~ "they don't scribhie on it or use it for blotting paper any more" - and for more reliance on electronic analysis.

About 70 per cent of the company's papers are exported, mostly to the U.S. Pre-tax profits, including the non-paner side, were 37.5 per cent higher last year at £3.5m. At Wiggins Teape, where profits

rose in 1993 from £17m to £26m, there is also a strong emphasis on markets beyond the UK. We can't the UK in isolation from the Europe and Japan," said Mr John Berry, head of the company's UK operation. Last year, exports from the UK company, has bad to increase out-

It makes paper for tea-bags and continental sausage casings. The raw material is hemp from the Phil-innines and Ecuador. Because of currency movements and problems of availability, hemp prices have risen by over 60 per cent this year, said Mr Eddie Hasselder, sales director.

The rise in Indian tea prices in the UK has also hindered the market, and Crompton now exports well over half its tea-bag papers. Scotland, is its main competitor.

The increase in production, along with price increases, meant that Crompton's pre-tax profits rose by around a quarter to nearly £1.5m in the first five months of 1984. The company is planning a move into

the medical market. With the U.S. paper market roar ing ahead as economic growth connues at a rapid clip, a good deal of European paper is sent across the Atlantic. Some executives worry that problems could occur this boom tails off.

Wiggins Teope also sees new challenges in markets developing "It's endemic in the paper industry that when the better times through increased use of laser and come, people immediately start put-ting down new plant," said Mr Rothermal printing, computer-aided design and computerised labelling. nald Wylie, chief executive of Tullis It makes special papers to emboss Russell, the Scottish company. It artificial leathercloth with fashion opened a £12m coating plant for its designs, almost entirely for export. new glossy magazine paper two years ago and ran smack into the In the past five years, the group effects of recession. But Tullis Rushas cut its UK workforce from 10,100 to 7,800. Its UK energy bill sell bas added to the range and begun pushing into the rest of Europe, has been reduced, through inespecially Germany. With other pacreased conservation and efficienper concerns, it has taken a hard ey, by £1.5m in three years, and that of its Belgian operation by koock from the pulp price boost.

The cost of cotton, used by Portals for its banknote paper, of which 80 per cent is exported, has also risen substantially. Business has picked up in 1984 after a slow start, but companies in France, Germany and Italy are providing strong oppo-

Initiative taken on computer technology

THE INSTITUTE of Chartered Accountants in England and Wales is to set up a dota retrieval service for its members as part of an initiative to establish the profession os leaders in the provision and control of information services to British

business. It has agreed with the European Law Centre, a subsidiary of the International Thomson Organisation to develop an on-line information retrieval system with a data base covering taxation law and practice, accounting regulatory material and the contents of companies' full statutory accounts.

It will also have the facility to provide a software library, an electronic mailing system and training programmes for institute members

The institute has set up a number of projects to raise its profile in respect of information technology. Mr Brian Jenkins, vice-president of the institute, told members at the annual conference on Saturday the Government had not been consulting fully with the institute on information development.

He warned that, if accountants did not move quickly and decisively. information technology technicians could take over the profession's traditional responsibility for the creation and dissemination of management and financial information.

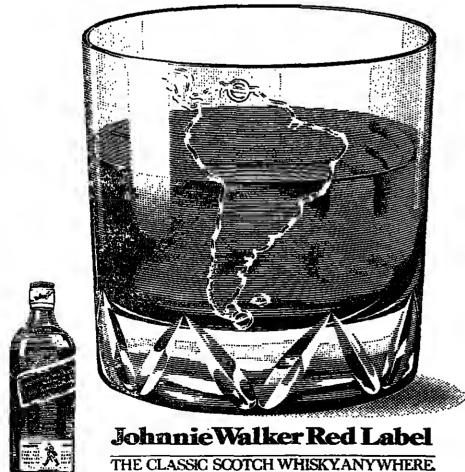
Mr Kenneth Baker, Minister of State for Industry and Information Technology, told the conference he thought the accountancy profession had been "a bit on the slow side" in adopting the new technology and he

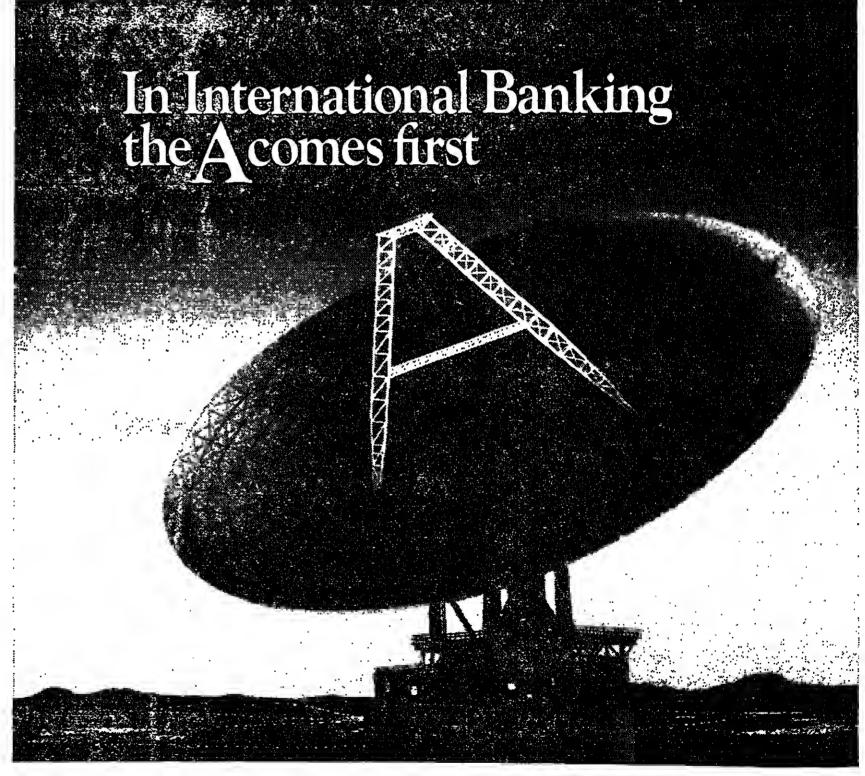
welcomed their initiative.

The Department of Trade and Industry is sponsoring a study into information technology and the secountancy profession. It will be undertaken in the next couple of

oness (1)

From Carácas To Cape Horn.





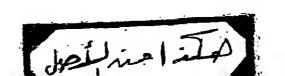
Abecor - the member banks. ABN Bank (Algemene Bank Nederland) Banca Nazionale del Lavoro Banque Bruxelles Lambert Banque Nationale de Paris **Barclays Bank** Bayerische Hypotheken- und Wechsel-Bank AG (HYPO-BANK) Dresdner Bank AG Österreichische Länderbank Banque Internationale à Luxembourg **Associated Member** Banque de la Société

The Abecor A is the mark of the biggest banking association of its kind in the world. As a client - that gives you significant advantages in international banking.

Clear route to international finance. With Abecor, your credit rating holds good in each of the member countries. Through the network of 12,000 branches of the member banks - in 120 countries you can count on expert analysis of market conditions. You can arrange quick transfers of funds, settle accounts locally.

Locally Based - Internationally Strong. In international banking, size is important. Abecor's 9 leading banks with assets of over US \$440 billion can call on their combined financial skills, with direct links to every major market. And it's all as close as the member bank in your country.

Abecor The biggest banking association of its kind in the world.



Financière Européenne

CBI set to urge £6bn public services cuts

BY SUE CAMERON

THE Confederation of British In- management can provide savings public sector more responsive to the vices in the next three to four years. ment in the infrastructure."

Details are due to be released this morning in a CBI working party re- for economies in the public sector is port entitled Efficiency in the Pub-greater now than it was three years lic Services. It is believed to call for better managerial efficiency in the National Health Service, local authorities and in Whitehall.

when it published a report on Brit- cies remain in the public sector. ain's infrastructure ten days ago. In that report it urged the Govern-ment to spend an extra £300m a schieve lasting and substantial sav-improvements, there is still much ings in public current expenditure room for the public service sector to

dustry is expected to call today for more than sufficient to finance our cuts of about £6bn in the public ser- programme of increased invest-

The CBI believes that the scope ago, when a CBI working party identified potential savings of up to

The latest working party, chaired The CBI gave warning of its in- by Mr Malcolm McAlpine of the tention to demand further, substan-tial savings in the public sector found that considerable inefficien-It reckons that the "way to

needs and demands of the consum

Today's report is expected to welcome the savings initiatives which have been taken by the Government, particularly in slimming down Whitehall itself. But it is likely to attack overmanning and weak management in local government and the NHS.

The recession bas forced industry to axe jobs, close plants and raise its standards of efficiency. But CBI leaders believe that despite some year on roads in the next decade is to improve management practure its management and said: "Continued and concerted action to improve public sector those employed throughout the bave done.

Broker fears market muddle

BY OUR FINANCIAL EDITOR

tacked the argument that the ending of fixed commissions on the He says that the 1981 Commistrading of stocks and shares must mean an immediate ending of the in the London stock market.

stockbrokers Fielding Newson- mercial planning. Smith, questions the so-called "link" theory in an article in the July issue ket-making generates relatively low of the journal of the Society of In- profits and cannot therefore provestment Analysts. This argument, vide a route for brokers to make widely held in the London securi- good the expected loss in their inties market, says that fixed com- come as a result of reduced commismissions and single capacity (the sions on agency business. strict separation of broking and market-making) are linked togeth- be other good arguments for phas-

BY SUE CAMERON

A NEWLY elected member of the insufficient financial information Stock Exchange Council has at- available about stock market firms

sion Review document published by the Stock Exchange was a "model separation of brokers and jobbers of obscurity." Now he aims to stimulate the release of information Mr Jonathan Miller, a partner in which is essential to sensible com-

His estimates indicate that mar-

Mr Miller accepts that there may er.

However, Mr Miller, chairman of the SIA, suggests that there may be ing out single capacity, but he suggests that market-making reform and commission reform need not

Businessmen in government urged

rector general of the Institute of Di-society and this is a great source of

SIR JOHN HOSKYNS, the new di-traordinarily compartmentalised these different groups lack any

Sir John says that although direct the civil servants, most politicians is no central group trying to "pull tors must concentrate on their own and businessmen, the interchange all the Government's policies to

happen simultaneously in a socalled big bang.

A more orderly process "must be far more in everyone's interest than the terrible muddle towards which we now seem to be beading. Besides the risk that the regula-

tors will make a mess, doing too much at once, Mr Miller gives warning that a large and unnecessary injection of capacity may be brought into the broking system because people believe that brokers should also be jobbers - just wheo it ought to contract.
"If the costs of the industry have

been irrationally increased by surplus capacity which is sufficiently strongly backed not to be squeezed out hy a few years' bad trading, the public will end up paying more than they ought," he says.

shared experience. Sir John, who headed the Prime

rectors, today calls on UK companies to send many more of their brightest people to work for a time br

dividual contracting-out proposal, NAPF will insist on full disclosure of all commissions paid on personal pension plans.

Insurer's pension proposal attacked

By Barry Riley

THE council of the National Association of Pension Funds is alarmed that Mr Norman Fowler, Social Services Secretary, is taking seriously a plan devised by the Legal and General insurance company to permit individuals to contract out of the state earnings-related pension

The NAPF, which represents Britain's occupational pension schemes, is worried that Mr Fowler is listening to groups such as insur-ance companies which have vested interests io the portability of pensions. Potentially this could open up a vast new market for personal pen-

sion plans. Mr John Jolliffe, a member of the NAPF council, has produced the paper analysing the Legal and Gen-eral scheme, which proposes that insurance companies should be able to claim a National Insurance (NI) rebate on behalf of pension clients. This rebate would be invested in the clients' personal pension plans.

His paper says: The investment return on insur-

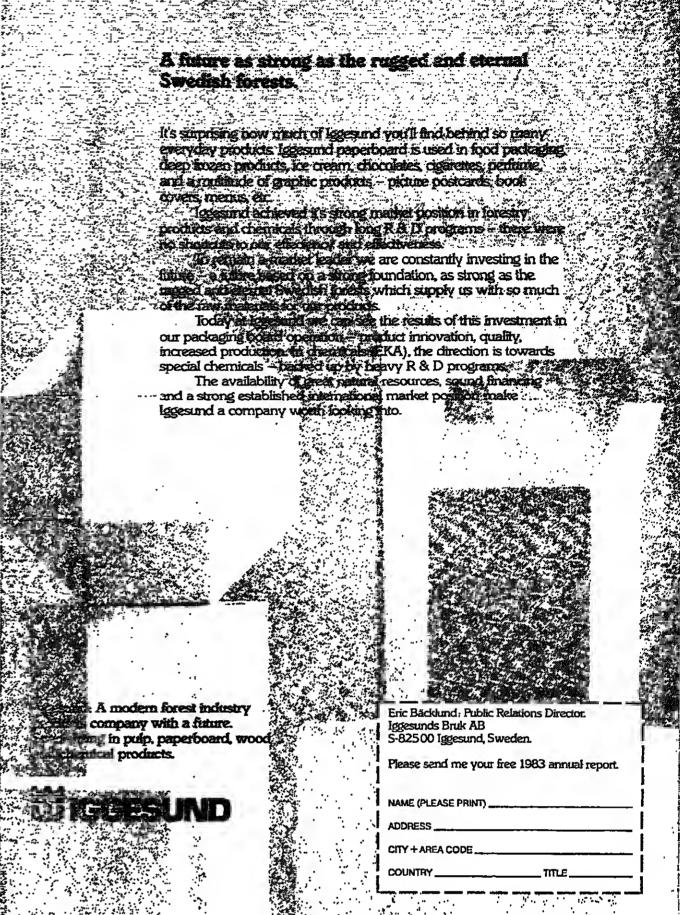
ance companies' personal pension plans has been substantially worse than that on privately invested funds, because of high commissions and other expenses.

Individuals would have to pay extra contributions over and above the rebated NI contributions to ensure that enough funds were avail-able to cover the guaranteed minimum pension required under the state contracting-out arrangement.

• There are no guidelines on what contributions an employer should make to the personal pension plan of an employee opting out of an occupational scheme.

At present only occupational schemes are allowed to contract out of the state arrangements, individuals cannot If the Government were to permit individuals to opt out of their contracted out occupational schemes and build up personal portable pensions, they would first have to go back into the state

On the assumption that Mr Fowler goes ahead with some kind of in-





Of all the electronics companies Norwegian television talked to, guess who they found most illuminating?

Confrary to what your licence fee might suggest, television companies are not made of money and are no more averse to lowering costs and boosting productivity than the rest

And some TV companies, indeed, are made of even less money than others.

Norwegian Television, for example, had been round the International houses of the electronics industry looking for a relatively simple caption-generator that could be remotely-

controlled by a single operator, leaving him free to carry on with cheery announcement and continuity the while.

Unfortunately the International houses are not very enthusiastic about providing ingenious and cost-saving one-offs of this nature.

They much prefer long runs of systems and equipment designed for everyone in general and no-one in particular.

So Norwegian Television contacted us at HTE, hearing that firstly, we specialised entirely

in producing tailor-made solutions rapidly and cost-effectively, and secondly, we happened to have produced exactly what they needed for the BBC.

We thus added one more client to a growing list which includes names such as NatWest, the MoD, Wimpey, British Telecom, Lloyds ... and others who have found that a custom-built solution frequently wins hands down over an off-the-shelf misfit with a prestigious trademark.

So should your company have a complex

and intriguing electronics problem, it could be time to put yourself in the picture about HTE. In other words, Action please!

High Technology Electronics Limited. 303-305 Portswood Road, Southampton. Telephone: 0703 581555. Telex 477465 HTELG.



A better understanding. A better solution.

THE DIRECTORS and share-holders of the Redland construc-tion materials group may wince a little on Friday when a company called Sarasota Technology publishes its prospectus.

For the terms of its offer for sale are likely to put a valua-tion on this traffic products, fluid measurement and instru-mentation concern of around £20m — a hefty premium on the £5.4m which Sarasota's man-agers and a handful of institutional shareholders paid Redland for the business just

over two years ago. Sarasota is not the first of the recent crop of management buy outs to seek a full Stock Exchange listing — there was DPCE, the computer maintenance company rhis time a year ago — but it is one of the more interesting to turn full circle

and reappear in the public gaze. Founded in the mid 1950s by an American inventor/engineer named Merton Wilcox, the company's fortunes over the past 20 years have been closely linked with the character and ambitions of its present managing director and largest private shareholder Ian McCue. McCue, 47, singlehandedly set up Sarasota's British operation in 1966 and since then has certainly put his personal stamp

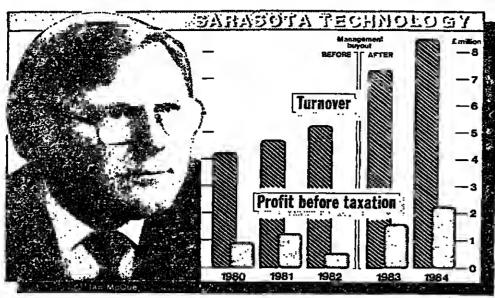
tainly put his personal stamp on the group.

O He organised, for example, the sale of Sarasota to Redland in the mid 1970s on behalf of its then American owners before leading what appears to have been a highly successful

reliability. And he has planned the forthcomin stock Market listing which, besides cashing in on two sets of unexpectedly good results, is intended to pave the way for funther growth in the years ahead.

The challenge facing bim-and a point for investors to ponder-is whether his proven entrepreneurial skills are the right sort of qualification for growing a substantially bigger company (an ambition which is his declared aim). A strong character whose personal energy will probably dictate the rate of expansion, he is nevertheless going to have to delegate more day to day responsibility as hte company's horizons get

Sarasota's present workforce the rest in Britain—design, manufacture and sell electronic microcomputers for products which (among other things)



A buy-out returns to the public gaze

Tim Dickson explains why Sarasota Technology is going public

detect the flow of traffic on a road, and measure the density, flow and level of fluids in the w and level of fluids in the oil, gas and petrochemical industries. When Ian McCue first came across Sarasota's ment philosophy based on applying Sarasota's technical and scientific skills to specialised miche "markets and concentrating on quality and reliability. growing automatic car parking and traffic control industries.

Having attempted in vain to start bis own business in this field — the banks weren't

By the mid 1970s Wilcox was approaching retirement and Sarasota, which had grown steadilyo ver the period, was put up for sale. No one would have been surprised had an American have appeared on land had made the decision to American buyer appeared on the scene but McCue, anxious to avoid working for "a face-less American corporation" was instrumental in finding Red-land, a major British group

which had recently bought a road markings business, and thought it and Sarasota might

buyer. And although the name was widely hawked round the most likely purchasers on both sides of the Atlantic, be was determined personally to organise the successful bid.

Eventually CIN. the industrial

start bis own business in this dield—the banks weren't interested and there was no venice interested and there was no venice to the capital to speak of—McCue travelled to the U.S. where be successfully persuaded Wilcow to put up \$25,000 to start a UK subsidiary called Sarasota in financing costs would be too steep).

The Redland deal—netting between Redland and lear than anticipated in early 1976 once the Stock Market bad recovered hase, omney initially was desperately tight since the Bank of England effectively prevented a foreign-owned company from borrowing in the UK. Recalls McCue, "Tibls had the important effect of forcing me to become my own banker and watch my cash flow. I bad one scare siter three monts when a major customer didn't pay and I voe lower form the mast lower of the limportant effect of forcing me to become my own banker and a major customer didn't pay and I voe lower form the strained. Redland wanted Sarasota can continue to expand for industry (CI) and Barely Go on the acquisition trail. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial development arm of the National Call Board pension fund. Eventually CIN, the industrial arm of the National Call Board pension fund. Eventually CIN, the industrial arm of the National Call Board pension fund. Eventually CIN, the industrial arm of the National Call Board pension fund. Eventually CIN, the industrial arm of the National Call Board pension fund. Eventually CIN, the industrial arm of the National Call Board pension fund. Eventually CIN, the indus

over the prire. The calculation was made much more difficult by the substantial element of goodwill in the final terms—an

assets.
Ironically, perhaps, a signifi-cant slice of Sarasota's growth in sales and profits over the last two years can be attributed to investment and diversifica-tions during the eRdland "era." tions during the eRdland "era."
In 1978, 100 per cent of the
company's sales came from
traffic products but that year
am individual called John
Newman arrived to form the
Environmental Systems Division, and started developing a range of electromagnetic and ultrasonic river flow meters for the water industries (the products now account for 5 per cent of total sales).

cent of total sales).

A more substantial step was the acquisition in 1979 of the Houston, Texas, and UK interests of Agar Instrumentation. This doubled Sarasota's size, greatly improved its technological skills and added a range of products for the measurement and density of fluids and a complementary range of microprocessor based flow computers.

range of microprocessor based flow computers.

Why come to the Stock Market so soon? (The original aim was to wait another three years). McCue has several answers to this question. He says for example, that the big customers Sarasota has in the U.S. (e.g. Hughes Aircraft and General Motors) prefer to deal with a publicly-quoted concern. ducts and its people," he explains today.

I ronically, McCue—once Redland bad made the decision to divest—was again given the task of finding the most suitable buyer. And although the name was widely hawked round the

Market strategy

unusual feature at that time since buy-outs were more generally regotiated at prices which reflected a discount on net How Multipart fought back

BY KENNETH GOODING

IF YOU have a product that is worthy but just a little bit boring, how do you capture the customer's attention long the customer's attention long enough for bim to listen to your message? Dennis Benson's answer has been to organise "family days." He is in the husiness of selling spare parts for trucks and buses, yet when the Multipart organisation beld its last "family day" of the season last year, 4,000 customers, spouses and children turned up. turned up.

As Multipart had hired Dudley Zoo for the day there was actually space to hold the

Benson, managing director of Leyland parts. recalls: "As Isual it was beld on a Sunday. Consider the problem. Leyland Trucks is in a business where back-up service and spare parts availability are of spare parts availability are of spare parts." Leyland parts, recalls: "As usual it was beld on a Sunday. People were relaxed. Our employees — not just the sales-men — mixed with customers and their families. Our salesmen weren't under pressure to telk about crank cases all the time. But there were moments of serious discussion."

Benson is the first to admit that even enthusiasts are reluctant to sit still and be lectured for bours on end about truck parts. But he has an important message to convey and the family days give him a captive audience at least to put over the highlights.

And what he tells them is that Multipart is very much a success story. It was established only two years ago by Leyland Parts, the Leyland vehicle's offshoot. Now it has a turnover

transferring the new approach to the Leyland business. Multipart distributors are expected to provide a two-hour delivery service because that Is what the factors offer and that is why the factors won so much of the fast-moving sparea

market.

Another important side-effect has been that the Multipart husiness bas introduced many operators of other makes of trucks to the Leyland vebicles for the first time. At the family days a good selection of Levland trucks are displayed and in the past two years 10,000 operators have attended them. Multipart grew out of

primary importance. Most truck manufacturers today offer similar standards of technology in their trucks. Where they compete is at the sharp end, through the competence of

Transferred

The mergers in which Leyland bad heen involved had left the group with parts facilities all over the piare: at Albion in Glasgow, at Southall in London, at Wolverhampton, Coventry, Cowley near Oxford, and at Chorley, Lanes.

Between 1972 and 1976 the parts operations were transfacilities closed down. In 1977 the go-ahead was given for a project to double the space at Chorley and to moderoise lt. Leyland has spent £20m on this project. The final phase will be completed this summer.

An important consideration before the £20m was spent was how much investment could be justified at a time when Leyland's UK market share was falling steeply—between 1970 and 1982 it dropped from around 35 per cent to 13.2 per cent. Nonetheless the company Benson will not be satisfied

rivals-the importers in par-A major factor in Leyland's A major factor in Leyland's loss of market share was that during the 1970s it gained a reputation — not entirely deserved, in Benson's view—for poor service and spare parts availability at the very time when the importers such as Volvo, Scania. Daf and Merecdes were building up their positions in Britain.

He claims that today Leyland's service and spare parts availability is as good as that of any of its rivals.

Leyland customs can now place a direct order into the central computer system at Chorley — and, in an emer-gency, a VOR (vehicle off road) order can be accepted for lmmediate despatch.

Benson has introduced a number of innovations in attempt to make sure that human fallibility does not make all the high-tech equipment a waste of money.

through the competence of their distribution network and the speed at which they can get crippled trucks back on the road again.

Yet Leyland's spare parts business was in something of a mess in the mid-1970s.

Waste of money.

He changed the way bonuses are paid so that instead of paying for work done, payment is triggered only for work done correctly. Only when VOR orders are despatched on time to the right customers do the Chorley hourly raid employees. Chorley hourly paid employees win their bonuses.

"The reaction has been fantastic." Bensons says. "It has been known for the Chorley shop stewards to chose stewards at the suppliers, asking 'where's our parts?'" Multipart now has 60 main

outlets for truck parts and, because the mandatory two-hour delivery service limits the geographic area each can cover,

there are 80 sub-dealers. Another 12 franchises have heen set up in Northern Ireland and now Multipart has begun to tackle France, the country where Leyland has started its push into Continental markets and has 35 truck distribution outlets.

Benson hopes by the summer to have established about 25 Multipart franchises in France. By the end of the year Multi-

gained sbare in 1983 and in the longer term Benson believes of the all-makes truck parts Leyland will win back a considerable percentage from its current 3 per cent.

Datastream PLC

has been acquired by

The Dun & Bradstreet Corporation

The undersigned acted as financial advisers to Datastream PLC.

Lazard Brothers & Co., Limited

Lazard Frères & Co.

June, 1984

U.S. \$25,000,000



UNITED OVERSEAS BANK LIMITED

(Incorporated in the Republic of Singapore) Floating Rate Notes Due 1989

In accordance with the provisions of the Notes, notice is hereby given that for the three month interest Period from 29th June, 1984 th 28th September, 1984 the Noies will carry an Interest Rate of 12½% per annum. The relevant Interest Payment Date will be 28th September, 1984 and the Coupon Amount per U.S. \$1,000 will be U.S. \$31-60.

Credit Suisse First Boston Limited Agen: Bank

Notice of Redemption

Citicorp Overseas Finance Corporation N.V. 15% Guaranteed Notes due August 1, 1986

NOTICE IS HEREBY GIVEN that Citicorp Overseas Finance Corporation N.V. (the "Company") has elected to tedeem on August 1, 1984 (the "Redemption Date" all of its outstanding 15% Guaranteed Notes due August 1, 1986 [the "Notes") at a redemption price equal to the principal amount thereof plus interest accrued to the Redemption Date. On and after the Redemption Date interest accrued to the Redemption Date. the Redemption Date, interest on the Notes will cease to accrue.

pons maturing subsequent to said date.

Coupons due August 1, 1984 should be detached and presented for pay

CITICORP OVERSEAS FINANCE

June 29, 1984

The Notes are to be redeemed at the main offices of Citibank, N.A. in London, Brussels, Paris, Franklurt am Main. Amsterdam and Zurich, or at the main office of Citibank (Luxembourg! S.A. in Luxembourg.

The Notes should be presented and surrendered at the offices set forth in the preceding paragraph on the Redemption Date with all interest counons maturing subsequent to said date.

ment in the usual manner

CORPORATION N.V. By: CITIBANK, N.A.

Fiscal Agent

This announcement appears as a matter of record only

June, 1984

OHTO COMPANY LTD.

(Ohto Kabushiki Kaisha)

2,300,000 Shares of Common Stock

(par value ¥50 per share)

evidenced by European Depositary Receipts

ISSUE PRICE U.S. \$3.664 PER SHARE

(equivalent, at the rate of exchange adopted for the purpose, to \(\frac{4}{844}\) per share)

Daiwa Europe Limited

James Capel & Co.

Robert Fleming & Co. Limited

U.S. \$100,000,000 GenFinance N.V.

(Incorporated with limited liability in The Netherlands) Floating Rate Notes Due 1992 Guaranteed on a Subordinated Basis as to payment of principal and interest by



Société Générale de Banque S.A./ Generale Bankmaatschappij N.V. (Incorporated with limited liability in Belgium)

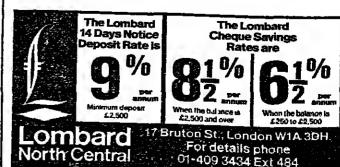
In accordance with the provisions of the Notes, notice is hereby given that for the six month Interest Period from 29th June, 1984 to 31st December, 1984 the Notes will carry an Interest Rate of 12\frac{14}{2}\frac{1}{2}\text{ per annum and the Coupon Amount per U.S. \$10,000 will be U.S. \$664.84.

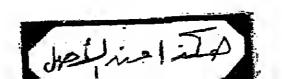
> Credit Seisse First Boston Limited Agent Bank

Notice to all Bondholders and all Warrantholders of THE NOMURA SECURITIES CO., LTD. US\$100,000,000 6% per cent Bonds due 1988 with Warrants

The Toyo Trust and Banking Company, Limited, London Branch, as Principal Paying Agent in respect of above Bonds, hereby give Notice that effective! August 1984 the address of *The Development Bank of Singapore Ltd.* (Paying and Warrant Agent) will change to 6 Shenton Way, DBS Building, Singapore 0106.

THE TOYO TRUST AND BANKING COMPANY, LIMITED Dated 29th June, 1984





THE WEEK IN THE COURTS

All change for senior Law Lords in presiding over final appeals

THE LORD Chancellor an sented by the advocates before greates; judge of our times, was which is predeminantly con-nounced last week in the House the court and may even play a then senior Law Lord until he cerned with appeals from a change in the functioning of the Appellate Committee which hears all final appeals from the courts in the UK except eriminal appeals from Scotland.

nouncement would have had little significance. But to the cognoscenti the modification of the practice whereby the senior Law Lord of the day presides over the court's proceedings pro-duced agitated discussion and much speculation in the profession about the effect the change would have on the jurisprudence emanating from our supreme court of justice.

In most civilised legal sys-ems the Chief Justice, who is appointed by executive govern-ment, presides over the final court of appeal. Not so in England and Wales. The Lord Chief Justice of England and Wales does not ordinarily sit in the House of Lords, although the House of Lords, although very occasionally he may be invited to sit hy the Lord Chan-cellor as one of the five judges in the Appellate Committee.

Instead, he normally heads the Court of Appeal (Criminal Division) disposing of the grow-Division) disposing of the growing volume of criminal appeals.
Strictly he takes precedence over the Master of the Rolls who needles required to the Rolls who have a required to the Rolls who have a required to the Rolls who have a required to the Rolls who needles required to the Rolls who have a required to the Rolls who needles a required to the Rolls who need to the Rolls who

sury paraimony has restricted the number appointed). The presiding judge, who is the sensor Law Lord present, has two prime functions. He is remonsible administratively, in collaboration with the civil servants in the judicial office of the House of Lords, for allocating the business of the Appellate Committee.

More importantly, he exercises considerable influence over the course of argument pre-

taken on on added significance retired in March 1982, to be because it has become the succeeded by Lord Diplock. general, but not invariable Under the latter's presidency practice for the Law Lords to the character of the proceedings forego their individual right to has altred markedly. Appeals To the uninitiated the an- general, but not invariable

> This has added significance to last a shorter time. the ailocation of writing judgments by the presiding Law Lord. Since Lord Diplock is a prolific judgment-writer, his output of judgments simply concurred in by his colleagues, has dervivated the development of the parative rarity now, whereas in the contract of the development of the contract dominated the development of the taw.

> ally took precedence over the senior Law Lord. In 1969 the rule was changed to take account of the fact that, in modern times, Lord Chancellors are ments) has there been more than one judgment. Under the burden of office rule was changed to take Lord Diplock is stepping down from the presidency and a new system of nominating two senior have little opportunity, by virtue of their executive and legislative duties, to spend much time sitting in a fall-in

over the Master of the Rolls who presides regularly over the civil division of the Court of Appeal.

The House of Lords is staffed at present by nine Lords of Appeal in Ordinary (there is establishment for 11, but Treastablishment for 12, but Treastablishment for 13, but Treastablishment for 14, but Treastablishment for 15 and four in the heirarchy of the Lords will take over the Law Lords will take over the Lord Chancellor to sit on appeals. Somewhat incongruously, the Lord Chancellor Committee and the Judicial That regime will continue for the day continued to preside will have reached the compulsions. sury parsimony has restricted on the infrequent occasions he will have reached the compul-

the course of argument pre- a Scottish judge as well as the

Water authority losing £2m in charges

ANGLIAN WATER claimed and the Thames warning that because of garden watering and,

yesterday that it is losing as much as £2m a year because of a sprinkler needs although many people use a nanual £18 licence and that sprinkler, only a handful paid offenders will in future face legal action.

Begin a year because of garden watering and, the use of a sprinkler needs although many people use a sprinkler, only a handful paid the charge. He added: "A gardens illegally. The authority

gardens illegally. The authority is sending out letters to its im customers in the eastern counties between the Humber states of the finance director, said that demand for water rises by 50 per cent use as much water as an averduring the summer, mainly age house does in a week."

of Lords that there was to be disproportionate part in draft- retired in January 1975. He was ing the final decision. In the succeeded by an English judge, past two years, under the presi- Lord Wilberforce, of eminence dency of Lord Diplock, this has second only to Lord Reid. He

> deliver separate judgments and have increased from about 50 to for there to be one judgment 70 a year, largely because for there to be one judgment 70 a year, largely because to which the others formally through insistence oo economy of forensic argument, appeals

> the past they were common and tended to lengthen waiting for Until recent years both the Lord Chancellor and ex-Lord ben an division of judicial view Chancellors who sat on the Appellate Committee automatic-

English courts. The Scottish legal system provides only a tiny fraction of the appeals heard in the House of Lords.

But when Lord Fraser retires in February 1986 the obstacle to Lord Keith being a presiding Law Lord will have been removed. Lord Fraser is likely then to be succeeded by Lord Mackay of Clashfern who recently gave up being Lord Advocate in the Thalcher administration to become a

administration to become a judge in Scotland.
Under the guidance of Lord Fraser and Lord Scarman the legal profession expects a distinct change in the style of conducting appeals and in the method of disposing of appeals. More expansive advocacy is likely to return with a rather more indulgent attitude to the prolixities of counsel. There may also he a revival of the practice that other Law Lords will more frequently give voice in separate judgements. Both Lord Reid and Lord Wilberforce

were in favour of multiple judgments.

Lord Reid often aired his view that whenever the House of Lords was trying to extract principles on which decisions were based there were "dangers in their being only one speech in this House." Statements in a single judgement often tended to he treated as definitions, "and it is not the function of a court to frame definitions." Some latitude should be left for future developments.

The true reasoning of a decision "generally appears more clearly from a comparison of two or more statements in dif-ferent words which are intended to supplement each other." If kept within bounds, the approach of Lord Reid is much preferred by practising lawyers and their clients whom he has to advise on the state of the

Justinian

Record surplus for airport

THE East Midlands Airport at Castle Donington, near Derby, reported a record operating surplus of £2.84m in the last 12 months, an increase of 48 per cent. The airport is run by councils in Derbyshire, Notting-barnehira and Lelcestershire. 29th June, 1984. hamshire and Lelcestershire.

Company Notices

ANGLO AMERICAN CORPORATION OF

(Incorporated in the Republic of South Africa)

ANNUAL GENERAL MIETING

NOTICE IS HEREBY GIVEN that the Stry-Seventh annual bengral meeting of members of Angle American Corporation of South Africa Limited will be held at 44 Main Street, Johannesburg, on Thursday, August 23, 1924, at 09h00, for the following outliness: 1. To receive and consider the annual firancial statements for the year ended March 31, 1984.

2. To elect directors in accordance with the provisions of the Coronation's gracies of association. as of association; and if deemed are to pass, with or without modification, the mis recolution as an ordinary secolution, namely; and of the Corporation of the Archer 2,000,000 ordinary shares in the contail of the Corporation of the Archery are placed under the control of the directors with power or and issue them in accordance with the terms and conditions of the incentifies scheme and any overcass address or scheme that may be

statistics."

1. I deemed fit, to pass, with or without modification, the clowing and, it deemed fit, to pass, with or without modification, the clowdood have resolution, namely:

1. I have directors be and they hereby are authorised:
1. To alor and cortion of the 9.550,000 unissued redeemate cumulative preference shares of 2.5 agents each in the capital of the Corporation

and or say portion of 2.5 agents each in the capital of the prevence shares of 2.5 agents each in the capital of the capital and its each of the capital to the share accentive school and only odinary shares which shall have been set aside for allement in substitution for shares in Rand Selection and representing the Rand Selection (155.50 million 6.5 age cent controlled to the capital of the remaining unissued ordinary shares of 10 cents each in the capital of the Corporation.



U.S.\$ 20,000,000 Floating Rate Notes due 1987

In accordance with the provisions of the Notes, notice is hereby given that for the interest period from June 25, 1984 to September 25, 1984 the Notes will carry an interest rate of 12 % % per annum.

The interest payable on the relevant interest payment date, September 25, 1984 egainst coupon n°10 will be U.S.\$ 160.52 per Note.



KREDIETBANK S.A. LUXEMBOURGEOISE

united claims are accompanied and control of the co 33, King William Street, London ECAR 9AS.

SCOTTISH AGRICULTURAL CORPORATION plc 14% Debenture Stock 1993

NOTICE IS HEREBY GIVEN that the Registers of the Corporation's above mentioned Debenium Stock will be Closed for Transfer and Registration from 18th to 31st July, 1984. By order of the Board,
By order of the Board,
H. J. McTURK,
Socretary,
43 Palmoration Place,
Edinburgh EH12 5BR,
31st July, 1984.

Public Notices

NO IT LEUMI TRUST COMPANY SANK LEUMI TRUST COMPANY OF NEW YORK Principal Paying Agent

U.S.\$125,000,000-SERIES 15

CELANESE MEXICANA, S.A.

(Organised under the lows of the United Mexicon States) Six Month Notes Issued in Series

U.S.\$125,000,000 **Note Purchase Facility**

Notice is hareby given that the above Series of Notes issued under a Note Purchase Facility agreement dated October 20, 1981, will carry on Interest Rote of 13" Vis % per onnum. The Moturity Date of the above Series of Notes will be December 31, 1984.

By. Citibonk, N.A. (CSSI Dept), Issue Agent.

CITIBANG

3% EXTERNAL DEBT 1902

BASS CHARRINGTON LIMITED (BASS LIMITED) 1972/1987

FFr 50,000,000 Bonds 71% Notian is hereby given to bond-holders of the abova loon that the

LEUM! INTERNATIONAL

INTERHATIONAL DEPOSITARY
RECEIPTS REPRESENTING
BANCO HISPANO AMERICANO S.A.
SHARES OF SOO PESETAS EACH
Banco Hispano Americano S.A. has
eclared a dividend at 40,00 Pesetas per

share. The Oecositary will pay the aquivalent proceeds in Sterling less taxes as additionable analists resemble from 11st July 1984. Coupons should be presented at least three hustiness days before payment is required.

DO. Box 161. Morgan House, 1 Angel Churt. London ECZR 7AE.

PAN POLOING SA. NOTICE IS HEREBY GIVEN that Pan Holding S.A., has declared a dividend of U.S.SS SD per share of \$50 for the year 1983 payable as from 2nd July

In summer, Nottingham University's hot water costs less, because it doesn't have to travel so far.

One thing that the student body at Nottingham University doesn't need in summer is heating. All the same, there's still a need for hot water.

In winter, the widely spaced residential halls, teaching and amenity blocks of the 300-acre campus are well supplied with hot water by a high-pressure main.

But in summer, when the heat demand is low, heat lost from the nine miles of hot water pipes becomes disproportionately high, despite every effort to insulate the pipes.

The summer hot water demand of 2,500 kW made on the four fossil fuel boilers could be met adequately by just one boiler working at one-third capacity.

When heat losses of 1,200 kW are also taken into account, some 10,000 litres of oil a day would be needed to heat the water.

To reduce costs for the summer period it was therefore decided to install local electric water heating and shut down the boiler plant. The installation work began in June

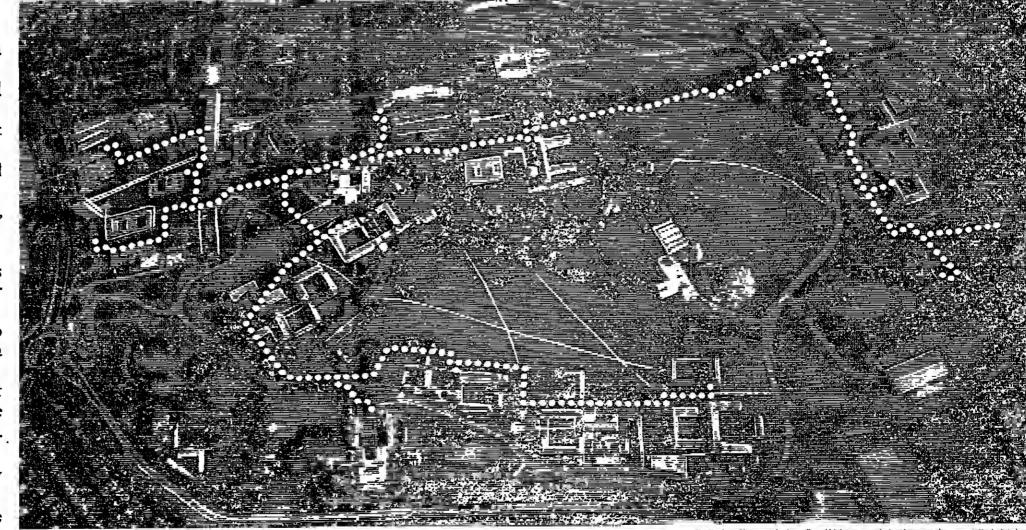
1980 and the system was fully operational by August. Immersion heaters were fitted to the calorifiers in each building except the amenity

block which required a flow boiler. A computerised control system maximises the use of the off-peak tariff, so much of the hot water is heated by low-cost,

overnight electricity: ing soon began to add up.

Formerly, the University's boiler plant operating below capacity for the three-month summer period cost £120,000 to run.

For the same period using electricity



to heat the water there was a saving of more be totally shut down in summer for routine than £60,000.

The equipment cost, £28,000, was paid back in half the summer.

Today, electricity for summer water The good sense of electric water heat- heating is a viable part of Nottingham's total system.

It has proved its worth in real money. Additional benefits have also accrued business more energy efficient. from the summer switch to electricity:

For instance, the boiler house can now or clip the coupon.

maintenance.

The reduced operating season also makes for longer plant life.

Have you calculated what your boiler system is costing during the summer?

Changing to electricity now could save you a great deal of money and make your

Talk to us now on Freefone BuildElectric

Please send me more information on energy-efficient summer water heating. Post to Electricity Publications, PO Box 2, Feltham, Middlesex TW140TC.

	 lame
	 Position
	 Company Address
_	 Company Address

11:51

THE ARTS

Street. Irving Trust. Woldorf-Astoria, Rockefeller Centre, Empire State — all these shot skywards in one brief decade.

skywards in one brief decade. They are fascinating 100 for the gradual development that they show from the use of historical styles to the development of a "skyscraper style" that was both new and expressive. Shreve, Lamb and Harmon wrote at the time that they had

wrote at the time that they had designed the Empire State Building with so much vertical

Building with so much vertical articulation because "it satisfies the eye, not that it expresses the structure more." A new school of decoration emerged with these architectural giants. Art Deco combined with an angular abstraction. In some wonderful rontemporary photographs the lobbies and executive offices are seen as monumental

offices are seen as monumental

The actual fact of the height of these towers led to the development of new aesthetic criteria that were distinctly American. The outline of some of the stepped temples of commerce has a clear Mayan source and much of the decora-

source and indee of the decora-tive sculpture which had to be seen from a tremendous distance assumed Indianor South American forms. There

really was a new American
Perpendicular architecture.
sometimes even trying to turn
the star spaneled banner into

One striking interior of the Irving Trusl uses the Red Indian feather beadress as a

decorative moulf on the office walls, setting for executive scalpings no doubt. Hotels and residential towers also feature

in the exhibition but there is only a hint of the dreams of the time to make each tower into a self contained city with

terraces and roof gardens and all the indoor facilities that any city dweller rould need.

any city dweller rould need.

The organiser, Timothy Rub, has assembled a brilliant exhibition that stays in the mind for the excitement of lis visual material and the amazing nature of the sudden growth of the world's most extraordinary city. Alas, the lack of a catalogue prevents the telling of the economic and structural developments that

column capital.

The actual fact of the height

works of interior art.

Architecture Colin Amery

City of dreadful height

Much of the history of modern architecture has been written in New York. As the great concepto of capitalism it has attracted the biggest bees and they have furil there some of the largest hives in the world. of the largest fives in the world. An important exhibition, Mon hotton Skyline: New York Skyscropers Between the Wars, recently opened at the Cooper-Hewitt Museum, explores the incredible vertical growth of the city during the 1920's and party 1920's

the try 1930's.

The skyscraper as an architectural form is undoubtedly purely American and although it was developed from the 1890's in theory, and later in practice, in both New York and Chicago, it was New York that fostered its greatest growth. No other city in the world has had its skyline altered so radically as New York in the years immedi-ately preceeding the Depression, and no other city is identified so clearly by the architectural expression of its thrusting

growth.

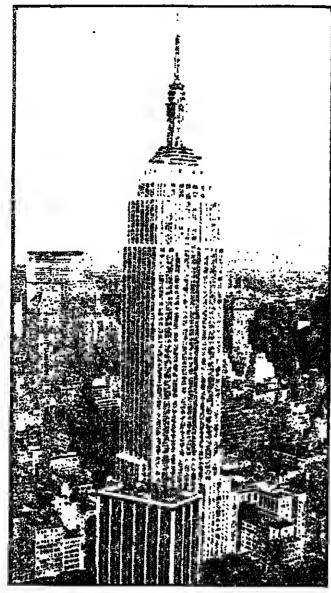
The exhibition at the Cooper-Hewitt is one of a long line of architectural shows arranged at this branch of the Smithsonian which is based at Andrew Carnegie Mansion in New York, nown also as the National Museum of Design the Cooper-Hewitt, under its ener-gelic director Lifa Taylor, has pioneered the independent minded architectural show in New York. Since it opened in 1976 mare than half of ils first hundred exhibitions have been devoted to architecture and

allied subjects.

It is an impressive record that could well be followed by similar institutions in Brilain. By regularly airing architec-tural topics as diverse as the New York Subway or the suburb the museum gives to New York the kind of architectural culture so lacking in London.

The skyscraper show occuples

the whole of the second floor of the museum and is only just large enough to tell a compli-cated story. The organiser explains that it was the 1916 Zoning Resolution that created the formula for the setback stepped towers and once this is grasped the show is about the forms and derorative treatment that emerged all over the city. The 19th ordinance was the



New York's Empire State Building-built in a record 18

site point it was possible to build to unlimited beights. The meaning of these rules was brilliantly interpreted by the artist and renderer Hugh Ferriss in a series of studies The 19th ordinance was the first muoicipal one of its kind in the U.S. It divided the city in both "height" and "use" drawings are the inspiration for districts. The law set a limit on the height of a building at its plot line according to a ratio determined by the width of the street it faced. The requirement that the upper stories should be recessed until they comorlised an area no greater.

Ferriss in a series of studies showing the massing of skyloming the massin

rivalled decade, not just for the number of tall blocks erected but for the speed of their conthe telling of the economic and structural developments that are the backbone of the story.

I bope the Cooper-Hewitt will one day move into the publishing business because their exhibitions are too good to disappear without trace.

Manhatton Skyline is sponsored by Cadwalader, Wickersham and Taft; Clearly, Gottlieb, Steen and Hamilton; the Metropolitan Life Insurance Company and the Friends of the Museum. The exhibition runs at the struction.

It is still staggering to realise that the Empire State Building was erected in only 18 months — all 102 storles of it. Many of the towers were built just as fast with the ald of cheap pre-recession labour and men and machines working a 24-hour shift. The names of these great towers that are so handsomely illustrated by original drawings lp this show comprised an area no greater The maoic growth of the city sound like a great litany of than 25 per cent of the plot defined the envelope for the structure. Above the quarter of the lecture and it remains an unpolitan Life, Number Ooe Wall

> A quick word for Big Country wbo filled in at the last minute for Paul Young and did well, especially pleasing those who like the guitar played as a bagpipe, and for the colourful

> The exhibition runs at the Cooper-Hewitt, 2, East 91st Street, New York, until September 23.

Oxford Poetry Festival This year's Oxford Poetry Festival takes place from Festival takes place from October 25 to 28. There will be informally, exhibitions, school sessions and readings, by

Ars Nova/Almeida Festival **David Murray**

With official support from France and from the Visiting Arts Unit, the Almeida Fesuval Arts Unit, the Almeida Fesuval presented Ars Nova in the Bloomsbury Theatre on Saturday. Ars Nova is a highly polished Parisian ensemble, specialising in new music and conducted by the composer Marius Constant, who founded it more than a decade ago. Their Almeida programme, comprising music by Iannis Xenakis and by Constant bimself, was staeed to a high standard—strikingly lit, with magnificent banks of percussion grandly disposed about the platform: top-quality electronics, too.

disposed about the platform:
top-quality electronics. too.

The two Constant pieces
were ambitious affairs. 14
Stations (of the Cross, of
course) is piety with bells on—
and temple-blocks and cymbals,
and crotales and gongs and
bongos and congas, with a
vibraphone for io Mere and
glockenspiel for St Veronica
and hundreds of other things,
all played by one intrepid
percussionist who traverses his
14 "stations" like a gunner
moving from one emplacement
to the next. Six accompanying
instruments supply occasional instruments supply occasional basses, descants and suggestive noises, sometimes a bit obvious but never less than effective.

After one hearing I wouldn't presume to guess whether the main structure is cogent enough to reward acquaintance, pulses.

but I was never hored. The range of sounds is fascinating, set out in sequence with culinary skill, and there is evidence of some musical ingenuity. I expect it must grab the income and as their many lucceus just as their parents, the Jeanesses musicoles françoises of my generation, were enraptured by Messiaen's Trois petites caused.

Regards dous l'eou, a violin concerto played by Patrice Fontanarosa with diffident panache. (Programme note: "Each of the 103 glances has

Reviewing Weitl'a and Brecht's satire for the FT is a bit tike writing about the Re-formation for the Catholic Hernald, or ought to be. Luckily—or not, as the case may be—Philip Prowse's new production for Opera North at the Theatre Royal, York, is all cosmetic, no flesh: absolutely no offence was caused.

a litle. These tilles are only revealed to the soloist and the

cussion solo *Psopplin*, performed by Sylvio Gualda with the same committed elegance and power that he had brought to the 14 Sintions; the new Naamo for amplified harpsichord, its harpsichord, its rhythmic exact and gripping by Elisabeth Choinacka; and Komboi. dedicated to both performers, a savoury exercise in rough, succulent chords and violent

We heard also Constant's 103

revealed to the shlost and the conductor; they represent stages and guidelines for expression.") It was entirely episodic, attractive by moments, ton eclectic—lashings of Berg, and much hand-me-down fiddle-virtuosity—to justify its length by conviction. Of Xenakis we had the per**Rodney Milnes**

The Threepenny Opera

grand (Peachums) and petty (Macheath) bourgeoisie join with the forces of law (Brown) to exploit the proletariat is watered down into a mercly picturesque act of revenge, This is them and ua, not us

Robert David MacDonald's new translation, occasionally leaning heavily on existing versions, mixes stage cockney with snatches of German ("Ich The piece's poisonous message, as apposite here and now as in Germany of 1928, is fatally diluted in several ways. First, we have a play within a play. Mr Prowse's permanent set, an imposing salon, houses a grand Edwardian lady with deem's müchte wissen what we're going to do when die Polizei kommen"), which sounds curlously like Ylddish and m the eircumstances is perhaps offensive in not quite the right way. It is spoken at such a gabble that much is incompre-Edwardian lady who doesn't know how to treat her servants mall this in tedious mime. Butler and Maids return with
picturesque underworld companions to perform The Treepenny Opera at their mistress,
abusing, manhandling, occasionally stabbing her. The masterly second-act finale is hurled
at the lady, not at an audience
bulled into false security. One

This general approach bas a bad effect on the musical side. If, as Anthony Arblaster's excellt, as Anthony Arouster's excel-lent programme notes rightly suggest, Weill can lay claim to being the Mozart of the 20th century, then be must be better sung. Many of the cast could have done just that, but instead remove equals antidote.

Second, like so many directors of both this and Gay's Beogar's old "in the basic point. By turning the whole cast into denizens of a Harrhy stage underworld speaking Mark RAPA cockney, be lets the audience off the book. The identification of the middle with the criminal classes, the finely shaded analysis of how score. were obliged to descend to the old "snarl 'n shout" school. Deapite such basic misdirection, Beverley Mills (Polly), Riddwen Harrhy (Jenny), Clare Moll and Mark Lufton (the Peachums) had their moments. John Pryces. had their moments. John Pryce-Jones, conducting from the harmonium, secured only a fair account of the ever-dazzling

Quebec's kaleidoscope of drama

Antony Thorncroft on the festival

in Canada's French capital

production of Ain't Lookin'. This troupe is into improvisabased op John Craig's book op tion, or Theatre Sports, in racial prejudice and tokenism in a touring baseball team in the U.S. of the 1930s, the endearing twist being that Joe Griffen is the only white player

in an all-black team that enter-tained with their physical dex-terity, op the lines of the Harlem Globetrotters, rather years their efforts were feeble

The first rule for any aspiring arts festival is to site itself in the right spot, somewhere picturesque but sopbisticated, accessible but exotic, the universal "I've always wanted to go to . . ." At this level the Quinzaine Internationale du Thèàte Québas sources heavilly Theatre Québec scores beavily, for Quebec is one of those out of the way cities with a momen-tous history and a quixotic present—the most French city of an Anglophone country.

Quebec is celebrating this year 450 years of European settlement. For most of its people the main event will be the arrival down the St Laurence River of tall sbips from around the world: for the cerebral few it was the two week theatre festival which ended on Saturday and which attracted to the city 20 theatrical troupes from Europe,

Anstralia and North America.

Quebec has been acquiring slowly some intellectual yeast until 10 years ago no produc-tion by Mollère had been mounted in the city, although there would be the occasional to-ring version levening a general diet of translations from Broadway and popular French farces. But this year apniversaries are being celebrated throughout Canada, which has loosened the purses of regional and federal governments and another governments and governments theatrical avant garde to fnupd a festival. The Rumanian-born Canadian cltizen Alexandre Was appointed Hausvater artistic director and he assembled the cast for the first director Quinzaine, now planned to be a regular biennial event on the

pternational theatre calendar. by throwing and catching and exercising in slow motion and Hausvater had his disappointments. Politics tor-pedoed his invitation to the Rustaveli comnany from Georgia and no British actors by generally looking loose. Here again there was little in the way of sets and costumes and the action took place on an made the trip, but the range and the action took place on an open arena in the small second auditorium of the Grand Théatre du Quebec. But under George Luscombe's direction the cast beautifully re-created of nerformances, from improvi-sational troupes from Calgary to the Comèdie Français, ensured that Quebec had a crash course in the theatre which seemed to leave it the thirties, and the tedium and danger of touring in a bus

which seemed to leave it addicted rather than satiated. There is a basic problem with international theatre festivals— language. To sell the event to the widest local audience companies that rely on more than words for their appeal have an obvious attraction and a groupie on the circuit might

they tended to coincide with my brief visit. Added to the fact that every morning the indefatigable Hausvater chaired a round table discussion in which the previous night's per-formers justified their act to any questioners the inescapable impression was that theatre goers in Quebec were awash with the wilder shores of theatrical experience, with the experimental and the fringe,

than indulged in serious base-

boll skills pot by attempting anything really remarkable but

The actors cleverly suggested

where from the Guanajato crowd's attention, a barrowing Festival in Mexico to Hong moment in a play which exKong.

Quebec had its share and character rather than stereotypes. And as much weight is given to the general problems of being travelling entertainers as to a team which can only be fed around the back of certain restaurants, and stop at special rooming houses.

lulled into false security. One remove equals antidote.

Paul Hubbard plays Griffen coolly and quietly, and Ed Smith as the team manager who accepts indignity and by this achieves his own dignity, is a most impressive performer.

rather than anything as conventional as an actual play.

Of the six performances I viewed only one was verbally dramatic, a Toronto Worksbop Loose Moose from Calgary.

ip the extreme. Inevitably they

fell into routines which must be

familiar to the other per-formers and the whole thing

looked as contrived and un-

natural as a Corneille tragedy. Loose Moose are undecided

whether they are actors or not: they are not. They are self-satisfied players of cliches, un-professional enough to giggle at

each others efforts, and very

worth pushed their idea through the boredom thershold

and beyond, most notably Jim van der Woude, a Dutch per-

formance artist, who charms for ten minutes, intrigues for

unsettling to watch.

come across the same mime troupes, or pupeteers, or music and dance slanted actors every ture stupid coons to switch the as he seems to hypnotise into movement tiny models which disappear up aluminium ducts. Van der Woude seems happy to let others philosophise about

his work, seeing him as the wide-eyed innocent in a threatening world of uncontrol-lable objects. He has a more modest view, eschewing titles like clown and mlme. He really peddles mannerisms, like ap actor of the silept screen, Sometimes be can be quite pointless for minutes on end; occasionally he has a bright idea, as in the final coup de theatre when a giant paint-brush which reaches to the total brush which reaches to the top of the set suddenly falls for-ward and a vividly painted screen is released down to the

The early hit of the festival was Secrets by the Handpan Tbeatre of Melbourne. This is a quintessential international show which not only dispenses with language but also with actors. In their place are giant marionettes who glide threatcaingly across the stage to the accompaniment of sinister music. There is the evocation of primitive ritual of Asian, perhaps Amerindian, inspiraperhaps Amerindian, inspira-

Quebec took to the avant with enthusiasm. obviously what is the small change of the London fringe is a fresh breeze to this already invigorating city. By putting on challenging work Hausvater has quickly established Quebec as an important spot on the international theatre circuit.

The follow-up discussions were particularly useful, even if they were hard on the East European groups who had to skate around questions like whether you could have chal-lenging theatre in a Communist country with an obvious But at least they arouse a clasb between what they dared rdeaction. Some of the other say and what they would like performers of more imaginative to say.

It was the real interest of the audiences, their enthusiasm for what were new theatrical experiences, and their question-ing keenness at the round table straightforward adventure in Griffens' experiences to make this more than a didactic piece. When his cap is knocked off by an opponent to reveal Caucasian the visual effects using a meetings, which made Quebec not a series of stranded nights in small theatres but a crash course in contemporary drams in its widest and weirdest sense.

Elton John/Wembley Stadium

Antony Thorncroft

As every football club chair—with that wast throng so impres-nan and pop star knows sive in its ecstasy, you win hig, changed into a red talls for the man and pop star knows Wembley Stadium is the big He triumphed because he had his old bank back with bim— Davey Johnstone, Dee Murray aPd Nigel Olsson to the fore: one. So Elton John, who holds both jobs, must bave been very nervous as he took the stage on Saturady. Wearing boater and tails (the coat half white because there was a decent-sized screen bigh above the stage which made the tiny and half black with the trousers reversing the roles) might have figure bidden by the plano visible; and because in the past fcw years Elton John has atarted writing some decent mendous challenge entertaining 72,000 people.
After two hours Ellon John After two hours Ellon John songs again. Indeed, the enknew that his place in the super star bracket was secure. He wowed all present. He is not call it the blues," and "I'm still commanding in looks or personality; he has the disadvantage standing"—performed at terrific pace with 70,000 hands saluting of remaining mostly tie on the piano stool; he has not the its resolute chorus was unusual at a venue usually given over

voice for the up-tempo songs tot nostalgia, and showed that he likes to sing these days. Yet Elton has built a new young

BASE LENDING RATES

audience on to his appeal.

There was time for the old

Heritable & Gen Trust 91%
Hill Samuel \$91%
C. Hoare & Co. 191%
Hongkong & Shanghai 91%
Kingsnorth Trust Lid 10 %
Knowsley & Co. Ltd. 90%
Lloyds Bank 91%
Mallinhall Limited 91%
Mechran and Sons Ltd. 91%

he won through handsomely and when you win at Wembley,

Bank Happotim BM 94%
BCC1 91%
Bank of Ireland 91%
Bank of Cyprus 91%
Bank of toda 91%
Bank of Scotland 91%
Bangue Seige Ltd 91%
Barclays Bank 94%
Beneficial Trust Ltd 10 %
Bremar Holdings Ltd 9 %
Brit. Bank of Mid. East 9 %
Brown Shipley 91%
CL Bank Nederland 91%
Canala Permit Trust 91%

Canada Permn'i Trust Castle Court Trust Ltd. Carrer Ltd.

A.B.N. Bank Allied Irish Bank

encores which included "Your song" and an extended "Satursong " and an extended " Satur-day night's alright for fighting " in which he leapt nimbly on to the top of the plano. It wos, in fact, a beautifully blended show with even his romantic songs (which are probably his best) surviving well in the vast-pess of the stadium. "Sorry seems to be the hardest word." was quite affecting. Even with a slightly hoarse voice Elton John, with his matchless reper-toire and bis professional sbowmansbip, outperformed most of the few artists who have attempted to conquer this in-hospitable venue. Indeed, with the bappy, attractive crowd singing along in enjoyment be actually made the old place seem bearable.

Kool and the Gang wbo also kept the place bubbling along while it waited for Elton.

discussions, workshops, oppor tunities to meet and talk modern poets.

Further details can be obtained free by seeding a s.a.e.
to the Old Fire Station Arts
Centre, 40 George Street,
Oxford OX1 2AQ.

Greene King BREWERS, BURY ST. EDMUNDS

STEADY GROWTH

reports Mr. John Bridge, the Chairman

52 weeks to 29 April 1994 £000	52 weeks to 1 May 1983 £000
74,221	68,203
8,756	8,011
3,537	2,781
5,219	5,230
1,802	1,634
	29 April 1994 £000 74,221 8,756 3,537 5,219

- Our own pubs achieved slightly higher sales of beer by volume, which was encouraging.
- New corporate livery based on the original Greene King plaque is being adopted.
- The future for East Anglia looks to be one of relative prosperity, but we are facing keen competition and economic recovery is slow.

Copies of the full Report and Accounts will be available on 23 July 1984.

Arts Guide

small town middle

There is enough humour and straightforward adventure in

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

Music

America.

LONDON

Royal Philharmonic Orchestra, con-ductor Antal Dorati, Robert Cohen ductor Antal Dorati, Robert Cohen, cello. As part of this year's tribute to Elgar, his Overture in the South, Cello Concerto and Enigma Variations will be played. Royal Festival Hall [Mon]. (9283191). Gala Midsummer Viennese Evening with the New Symphooy Orcbestra, introduced and conducted by Antony Hopkins, also featuring the Blue Danube Dancers. Lots of Strauss. Royal Festival Hall (Tue). (9283191). London Symphony Orchestra, conducted by Rafael Kubelik. Smetana's Richard III Symphonic Poem, Dvorak Symphony No 8, and Janacek's Sinfanietta. Barbican Hall (Tue). (6388891).

cek's Sinfanietta. Barbican Hall (Tue). (6388891).

English Chamber Orchestra, conductor Jeffrey Tate, Frank Peter Zammerman, violin, Robert Cohen callo and Wolfgang Manz, piano. Vaugban Williams' Fantasia of a theme by Thomas Tallis, Dvorak's Legends, Nos 1-5, and Beethoven's Triple Concerto in C (Wed). Barbican Hall

(638891).
Ustad Imrai Khan, sitar, with Nisbat
Khan, trsbad Khan (sitars) and
Sbafaat Miadad, tabla. This rare Soziaal Miadad, tabla. This rare concert appearance of Ustad trural Khan is part of the Capital Music Festival. Queen Elizabeth Hall (Wed). (9283191).

Royal Philharmonic Orchestra, conductor Antal Dorati, Nigel Kennedy violin. Another concert in the Tributa in Elizabeth concert in the Tributa in Elizabeth consists of the Michigan Control of the Michigan Control of the Control of t

ute to Elgar series consists of the Vi nlin Concerto and Symphony No 2

Festival Hall Royal F (928 3191). (9283191).

London Chorale with the Wren Or-chestra of London, conducted by

Cutting, sponsored by the British Council (2193600).

Pavid Coleman with Jihn Butt nr-gan/plano, Kevio Darvas, piano. Be-rio's Magnificat, Britten's Rejoice in the Lamb, and The Ballad of Little Vienna Music Festival: A week of choral music begins on Monday with the Budapest Symphony Or-chestra, the Vienna Boys Choir and the Vienna Youth Choir conducted by Gubthe Theuring in a perfor-mance of Mahler's Eighth Sym-phony at the Musikverein. The Vienna Boys Choir and the Austrian Chamber Orchestra conducted by Musgrave and Lady Barnard, Strauss' Suite in B flat for 13 wind instruments and Stravnosky's Sym-phony of Psalms. Queen Elizabeth Hall (Thur), 928 3191).

ondon Symptony Orchestra, conduc-tor Ratael Kubelik, Rudnif Fir-kusny, piano: Smetana's Richard III, Maronu's Piano Concerto Nn 2 and Dvorak's Symptony No 8. Barbican Hall (Thur). (8388891).

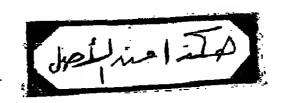
ome: Teatro Olimpico: Piazza Gen-tile da Fabriano London Sinfinietta, Mozart, Holst, Stravinsky and Scho-enberg. (Wed). (392 304).

Belgian National Orchestra conducted by Georges Octors with Andre Mar-chal, trumpet. Rossini, Mussorgsky. Dvorak. Cirque Royale (Wed). (2ta2915). Festival of Wallonia: Canterbury Brass Band conducted by David Lamberto Gardell with Ilona Tokody, soprano, Alexandrina Milischewa, mezzo soprano, Bruno Sebastian, tenor, and John Paut Bogart bass, in Verdi's Requiem at the
Arcade Courtyard of the Vienna
City Hall (in case of bad weather
this will take place at the Koazerthaus). On Thursday, the Viennu
Symphony Orchestra, conducted by
Rail Welkert with Josef Sivo, violin,
perform Mendelssohn's Violin Concerto and Tchaikowsky's Fourth
Symphony. (Vienna City Hall Arcade Courtyard).

Vienna Boys Choir and the Austrian Chamber Orchestra conducted by Uwe Christian Harrer perform works by Mozart, Haydn and Bach at the St Stevens Cathedral on Tuesday. The Vienna Symphony Orchestra accompany the Friends of Music Society Singers conducted by Lamberto Gardelli with Ilona Tokody, soorano, Alexandrina Milks.

WORLD VALUE OF THE DOLLAR

every Friday in the Financial Times



APPOINTMENTS

Senior post at Swiss Bank Intnl.

Mr William I. M. Turner Jr has been appointed a director of SCHRODERS. He is also a director of J. Henry Schroder Bank & Trust Co. New York, and is chairman and chief execulive of Cousolidated Bathhurst Inc. Montreal, Canada. His appointment with Schroders are in a non-executive capacity.

Mr George Govan, has been appointed managing director of BABLOCK CONTRACTORS, succeeding Mr A. J. Taylnr, who remains an executive director of Babcock International.

**

WEBB-BOWEN INTERNATIONAL, executive search consultants, announce the appointment of Mr R. T. S. Macpherson as non-executive chairman and Mr Bryan Cassidy, as a non-executive director. *

Four new directors have been appointed to the board of BUNGE & CO. They are: Mr David L. Airey, Mr Peter P. Brotherstnne, Mr John C. Jeffrey and Mr Barry H. White.

Mr S(ephen W. Calcroft has been made associate director of radstock, Blunt (Scottando) of the consultants and the appointment of Mr R. T. S. Macpherson as non-executive chairman and Mr Bryan Cassidy, as a non-executive director. *

Four new directors have been appointed to the board of Bunder & Co. They are: Mr Barty H. White.

Mr S(ephen W. Calcroft has been made associate director of Babcock International. *

Mr S(ephen W. Calcroft has been made associate director of Babcock, Blunt (Scottando).

LADBROKE GROUP bas made the following senior appointments in its consumer and industrial electronics division:

Mr Peter Klein, the division: managing director, is to be chairman of Laskys (consumer electronics retailing), TVI (industrial video communications) and Servicepoint (electronic engineering service). Mr Richard Winckles is to be managing director of Laskys. Mr Ken Smith, divisional business development and planning manager, is to be commercial director of TVI.

Mr Roa

Mr G. R. Kellett and Mr D. J. Warbrick, general managers of ROYAL INSURANCE, bave been appointed directors.

Mr Christopher Russell has been appointed finance director of ASTON MARTIN LAGONDA. He joins the company from Leyland Vehicles (Buses), where he has been financial controller since 1981, baving previously been with Ford and BL.

Mr Michael Layfield, previ-ously a divisional director, bas been appointed managing director of POWELL DUFFRYN TRAVEL, the travel agency subsidiary of Powell Duffryn. He succeeds Mr Basil Parsail, who retired on June 30.

BUPA. The following have been appointed to the board of governors: Mr D. J. Allan, group marketing director; Mr R. H. Charke, executive director, bealth insurance (UK); Mr M. J. Smith, executive director, BUPA hospitals; and Dr A. R. Worthington, executive director BUPA medical centre.

Mr Siephen W. Calcroft has been made associate director of radstock, Biunt (Scotland)oMt, BRADSTOCK, BLUNT (SCOT-

ROYAL INSURANCE, bave been appointed directors.

Mr Norman Sanson has been elected a director and Mr Norman Blackwell and Mr Alan Morgan have been elected principals of McKINSEY & CO, in the firm's London office.

**The BRITISH WATER AND EFFLUENT TREATMENT PLANT ASSOCIATION has relected the following for a second year as chairman, Mr Ray Roberts, managing director, Hawker Siddeley Brackett; and vice-chairman, Mr Chris Shirley, chairman, Dewplan Group.

HUNTERPRINT bas appointed Mr Donglas Richardson as group commercial director. For the past five years he has been production director of TV Times.

INVER HOUSE DISTILLERS, Alrdrie, has appointed three directors to the main board from July 1. They are Mr V. J. Lewis, marketing and sales director; Mr R. B. Boyle, operations manager; and Mr J. T. F. Cairas, financial controller.

HOOVER has appointed Mr A.
E. (Tony) Williamson to the board as UK operations director. He joined Hoover in 1958 as a buyer. In 1976 be took charge of the UK marketing organisation and became an associate director in 1976.

bealth insurance (UK); Mr M. J.

Smith, executive director, BUPA
hospitals; and Dr A. R. Wurthington, executive director BUPA
medical centre.

**

LOMBARD

ELIZABETH
INSURANCE announce that Mr
Nigel G. Laing, who was 60 in
March, will retire at the end of

Mr John Branscombe has been the last permitted managing director of GEC ROLLS-ROYCE (POWER of Company)
formed by GEC and R-R to supply gas turbine-driven power generation equipment above 10
megawatts. Mr Branscombe was formerly director and general

Mr Steven Rzempfer, at present this year as general manager. a senior director of S. G. Warburg & Co., is to be appointed a managing director of SWISS BANK CORPORATION INTERNATIONAL and will jain the board in early September.

**WEBS-BOWEN INTERNATIONAL eventure search one will be appointed as general manager of GEC Gas Turbines. Switzeriand, and Baltica Insurance and GEC, is chairman of the new company and Sir Trevnr Sall, a director of Rolls-Royce, is vice-thairman of Jardine Reinsurance and Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of GEC-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other directors include Mr Kelvin Bray, managing director of Rolls-Royce, is vice-thairman. Other dir

Mr R. E. Lambonroe has been underwriter will also be cargo underwriter. Mr Ian Bollons conlinues as claims manager and appointed group secretary of FOSECO MINSEP.

Mr Nigel J. Webber has been appointed group development manager of MERCANTILE HOUSE HOLDINGS. He was vice president of corporate finance at Citicorp, London.

STRATUS COMPUTER UK, newly-formed subsidiary of Stratus Computer Inc. of Natick, Mass., U.S., bas appointed as UK director Mr Bavid Taylor, who joins from Tandem, where by was London district sales

Mr Peter Reay has been appointed to the board of CADBURY SCHWEPPES. He has been group personnel dire-lor since 1981, and will retain those responsibilities.

Three appointments to the board of VALIN POLLEN have been made from July 1: they are, accounts directors Mr Nell Hedges and Mr Howard Lee, and media director Mr Robert Mitchelmore, all currently associate directors.

SOUTHAMPTON FREEPORT SOUTHAMPTON FREEPORT bas appointed Mr Andrew Kent as general manager from July 1. He has been port manager. King's Lynn, since June 1982. Southampton Freeport will be ready to open for business in August as soon as passage of the necessary legislation by Parliament permits, Associated British Ports has appointed Mr Mike Fell as port manager at King's Lynn from July 1 in succession to Mr Kent. Mr Fell is assistant port manager at Goole, Humberside.

tor of GEC-Ruston Gas Turbines and Mr Colin Green and Mr Written by Lennox. Mr Leonard A. Locke remains executive director. Mr Juhn A. Willson, assistant director and deputy

Mr Nigel Robson has been appointed London adviser to the BANK OF TOKYO GROUP. He joined Grindlays Bank in 1969 and was chairman from 1977 to 1983.

is deputy general manager.

Wagon Finance based at Stock-port. Mr Geoff Harrold is appointed regional director res-ponsible for the offices in the South of England and East

> Mr Clive J. Franklin has joined the board of SPIRALUX HANDTOOLS and Spiralux Engineering as plant director.

LINK HOUSE PUBLICATIONS has appointed Mr James White as a director. He is managing director of Bun2l and a director

Mr Lewis Evans bas been appointed regional director and appointed regional director and general manager at the southern regional bead office of LLOYDS BANK based in Guildford. He succeeds Mr Tony Scholefield who retires at the end of this month. Mr Evans was manager in the merchant banking division of Lloyds Bank International for the present before being made two years before being made manager of the Collingwood Street branch of the Bank in Newcastle upon Tyne in 1982.

This announcement appears as a matter of record only.



N.V. Koninklijke Nederlandse Vliegtuigenfabriek Fokker

(Incorporated in The Netherlands)

350,571 Ordinary Shares

issued by way of rights at Fl. 44.- per Share.

Algemene Bank Nederland N.V. Amsterdam-Rotterdam Bank N.V. F. van Lanschot Bankiers N.V. Nederlandsche Middenstandsbank nv

June, 1984

Today's Rates 101/2%-111/4%

3i Term Deposits

Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years. Interest paid half-yearly. Rates for deposits received not later than 13,7.84 are fixed for the

Terms (years) 3 4 5 6 7 8 9 10 Interest % 1012 1044 1014 11 1114 1114 1114

Deposits to and further information from the Treasurer, Investors in Industry
Group pk, 91 Waterfoo Road, London SE RNR (01-928 7822 Ext. 2307.)
Cheques payable to "Bank of England, a/c Investors in Industry Group pk."
IN INDUSTRY

Notice of Prepaym THE DAIWA BANK LIMITED

U.S.15,000,000

Hoating Rate Certificates of Deposit
Issued 12th August, 1982

Maturity 15th August, 1985 - Caliable August, 1984

Notice is hereby given in accordance with Clause 5 of the Certificates of Deposit ("the Certificates") that pursuant to Clause 3 of the Certificates, The Dalwa Bank Limited will prepay all of the outstanding Certificates on 15th August, 1984 at their principal amount.

Payment of the principal amount.

Payment of the principal amount, together with accrued interest will be made on the prepayment date against presentation and surrender of the Certificates at the London Office of The Daiwa Bank Limited, 77 London Wall, London, EC2N 1BD, interest will cease to accrue on the Certificates on the prepayment

Manufacturers Hanover Limited Agent Bank



FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telax: 8954871 Talephone: 01-248 8000

Monday July 2 1984

Arms: talking about talks

terms of presentation. President Reagan, for example, went out of his way when he addressed the Irish Parliament last month to say that the Americans would be ready to discuss Soviet proposals on the non-use of force at the Con-ference on Disarmament in Europe in Stockholm. Pre-viously such proposals had been dismissed out of hand, and Mr-Reagan's proposals took even the Russians are a potential some Western observers by sur-

The Soviet Union, too, is plainly reassessing its position since it walked out of the major arms control negotiations in Geneva at the end of last year after the Americans had begun Reputation to deploy intermediate nuclear forces in Europe, The Russians have long been worried about a new round of the arms race being played out in space, an area where the Americans would seem to have technological superlority and the economic means to sustain it. Chernenko suggested several times that there should be talks. Last week Moscow became specific and called for negotiations to begin in Vienna in September,

Significant

of the American acceptance. They appear not to bave liked the American proposal to tie the talks to an attempt to achieve wider measures nf arms control. Tass, in a arms control. Tass, in a dissidents.

statement clearly authorised It is just possible here to see from the highest level, said that the U.S. response was Western attempt at detente, "totally unsatisfactory." Yet even if the particular word is

Some people, not only in Moscow, will ascribe President Reagan's apparent new readiness to negotiate on something closer to Soviet terms than he has ever accepted in the past to the forthcoming U.S. elections, though if that is so, he is not necessarily to be blamed for it. It is quite a significant

IT HAS become increasingly development if the American clear in the last few weeks that the policy of the U.S. administration towards the Soviet Union bas been undergoing a from four years ago when significant change, at least in terms of presentation. President Carter was on his terms of presentation. President Carter was on his dont Reagan for example way.

way in.
Yet there may be more solid reasons for the change, Mr Reagan has done a great deal to restore American self-confidence and to rebuild its armed strength. He must have achieved enough by now to bave dis-armed the Republican right, the Russians ara a potential sell-out. If be is re-elected, be should be in a position to say that the time has come to concentrale on peace. If he is not, Mr Mondale could no doubt say

Lutz, the man most identified with the launch of Ford's con-

troversial Sierra, has found him-self back in the job of chairman

of Ford's European operation, a position be left only two years

ago when he was promoted to head all Ford's operations out-side North America.

Ford and GM have adopted

very different approaches to Europe. But for hoth it has become a very important battle

ground. Ford has created a bighly integrated production

and management organisation stretching from Spain to Dagen-

ham. By contrast, GM has built its European car operations

around Opel, its successful West German subsidiary, partly be-cause it wants the freedom to

become a major component maker as well; Bedford, its

European commercial vehicle maker, is now part of the U.S.-based world bus and truck

GM bas been buying its market sbare. Last year's 2 per cent jump in European market

share was achieved at the cost of a \$228.3m net loss after only

There is also evidence of concerted action among the Western powers. Mrs Thatcher has been to Budapest, so bas Chancellor Kobl. President Mitterrand bas been to Moscow and Sir Geoffrey Howe, the British Foreign Secretary, is there today. Not least there is the language of some of Mr Reagan's recent speeches. Several times in the last few weeks be has listed the possible areas of Soviet American agree-ments; for instance, the revival of cultural, educational and scientific exchanges. In a speech The Russlans may well have last Wednesday he specifically been surprised by the alacrity praised the Soviet contribution to the arts and natural sciences though without letting up—as President Mitterrand did not let up—on the case of Andrei Sakharov and other Soviet

the original Soviet suggestion has not been withdrawn. After the cold climate of the last has a reputation to live downfew months, it begins to look as if we are back in a period of talks about talks. still only tentative. It will not help if be continues aggressively to push ahead with more exotic

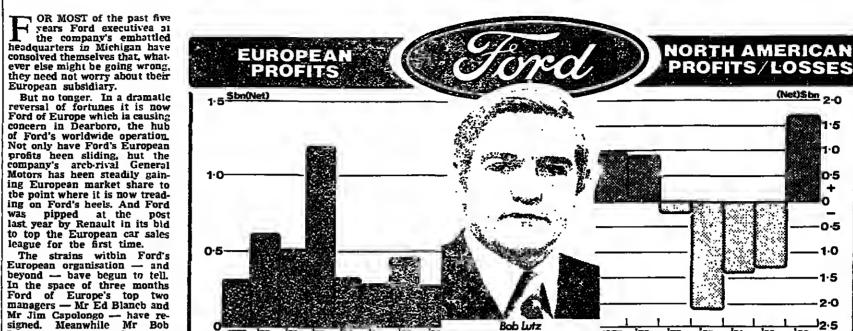
for It. It is quite a significant being turned.

FORD OF EUROPE

The strains begin to tell

By Kenneth Gooding, Motor Industry Correspondent

Bob Lutz



1977 80 Chairman, Ford of Europe

Ford watchers assumed that Mr Blanch was having to carry the can for the deterioration in FoE's financial results. They were also intrigued when Mr Capolongo did not step into the chairmanship — it is normally Ford's policy to replace the chairman with the president.

Mr Capolongo took on Mr Blanch's reaponsibilities but not his title, Then at the beginning of June news leaked from Ford's headquarters that there Ford's beadquarters that there

had been a tremendous "trans-atiantic sianging match" between Mr Lutz and Mr Capolongo following which Mr Capolongo submitted his resignation and cleared his desk at Thia resignation was not Immediately accepted. At 49 Mr Capolongo was one of the parent Ford company's youngest vice-presidents and by all accounts among the brighter ones. Senior executives at Ford, including the president Mr Donald Petersen, attempted to

a tiny profit the year before.
But, despite this, General
Motors seems well satisfied with
its progress so far.
Ironically, Ford's European
problems bave mounted as its persuade Mr Capolongo to with-draw the resignation, but he apparently decided the time bad come for a change of career. problems bave mounted as its North American operation has swing back into profit. After losing over \$5bn between 1979-1982 the company made a net profit in the U.S. and Canada of some \$1.69bn last year. But the company's European profits which climbed steadily to the 1979 peak of \$1.2bn have come sliding down again from \$451m in 1982 to \$281m last year.

The profits slide has led to an increasing tendency for Last week Ford said Mr
Capolongo had now left the company. At the same time major changes to the way Ford runs its operations outside North America were announced. Mr Lutz's joh is to be discontinued. He is to remain on the parent board but return as chairman of FoE. Mr Lutz's other responsibilities bave been all flap and no direction."

Mir Lutz, the man at the investment in new models. Officially, FoE plays an advisory role when dealing with national Ford companies but in reality is responsible for condinued. He is to remain on the parent board but return as chairman between 1979 and out Europe.

To this organisation Mr Lutz Last week Ford said Mr Capolongo had now left the company. At the same time major changes to the way Ford runs its operations outside North America were announced. other responsibilities bave been an Increasing tendency for executives in Dearborn, to "second guess" the European management. It is this which handed to Mr Lindsey Halstead, 53. who already beaded the Ford Latin American and Asia Pacific operations and obviously a coming man at Ford. Mr Halstead, who joined

management. It is this which almost certainly precipitated the resignation of both Mr Blanch and Mr Capolongo.

Mr Blanch, 58, quit the chairmanship of FoE quietly at the beginning of April, But his departure raised questions because it was requiremented. in future. because it was so unexpected. Ford's usual policy bas been to allow the FoE chairman a three-Ford said the changes would take out one management layer Franch should therefore improve UK and speed up decision taking, year term followed by promo-

Ford's finance staff in 1952 and

bas served in Brazil (twice) and Mexico, will—like Mr Lutz—

report directly to Mr Petersen

chanzes were "designed to recognise evolving relatiooships among Ford automotive operations world-wide and to enhance coordication among major com-pany activities. The changing nature of the world automotive market will require that these activities have increasingly close tles in the years ahead." Mr Karl Ludvigsen, a former FoE vice-president who a year ago set up a London-based motor industry consultancy

company, applauds the re-structuriog. "The elimination of a separate interoational organisation in Dearboro should be welcomed. It was an out-dated idea to treat the non-North American operations like colonial outposts. Making FoE report directly to the president is a terrific move and a plus for Ford," he comments.

Ford says the changes had been under coosideration for several months. However, the vacuum which developed at the top of FoE obviously affected the timing. As one FoE insider put it: "We've been running around like headless chickens, all fine and me direction" all flap aod no direction."

Western Europe ..

France

land but is now an American citizen — he did a five-year stretch in the U.S. Marine Corps after graduating with a BSc and chairman. The fact that Sierra MBA from the University of has not lived up to Ford's best California. When he moved to expectations has counted against Dearboro two years ago he seemed to be one slep away from the highest pinnacle of Ford, a chairman o fthe future, However, he is not a long-time Ford man and this appears

not io have endeared bim to some long-serving Ford execu-tives. Mr Luiz started in the Industry with General Motors in the U.S. before movin gto GM's Opel subsidiary in West Germany. He switched from GM to BMW in 1971 as vicepresident, sales and then joined Ford of Germany as general

manager in 1976. For was set up in 1967 when Ford pulled together the operations of its two main produc-tion companies — in Britain and West Germany — which independently would not bave been able to justify the buge

(Jan-Apr)

Ford GM 12.4 12.2

18.2

11.5 7.8

FORD versus GM

Percentage share of European car market

GM 8.7

Ford 11.1

3.7 30.7

10.3 17.3 3.7 1.8 30.7 8.8

also 1982 when he became one of brings a distinctive management described him as a "take-cbarge guy." Indeed, Mr Lutz became personally identified with the development of the Sierra during his previous term as FoE chairman. The fact that Sierra has not lived up to Ford's best has led to Morporpolies. Commission Mr Lutz was born in Switter guy." Indeed, Mr Lutz became and but is now an American personally identified with the

him at Dearborn. Mr Lutz believed that the Japanese would take more and more of the "value for money" moloring which traditionally bad been Ford's strength and that his company had to move upmarket in technology.

"My product philosophy is to get Ford cars out there that people desperately want rather than cars they will buy because of the price," be once explained, Ford spent £650m to bring the Sierra to the market. The objective was for two plants, Dagenham in the UK and Genk in Belgium to make 1,300 Sierras a day with Cork in Ireland "topping up" with another 100 a day. That would have given an annual output of

have given an annual output of about 450,000.

about 450,000.

In the event, last year Ford sold about 381,000 Sierras throughout Europe, 15 per cent below capacity. By the end of 1983, Ford had decided to close the Cork plant — baving used the £10m-worth of equipment installed for Sierra for only 18 months — and Genk was on months — and Genk was on sbort-time.

ponents caused by the now although there have been hints ended German metal workers' that be will stay on. sirike brought the car lines to a complete halt).

was in Britain where the should see Cortina had been the best-sell- Dearborn." ing car every year but one since 1971. Ford hoped Sierra would that this particular power achieve a 12 per cent market struggle among Ford's top exe-share but in spite of heavy cutives will soon be over and 7.8 4.2 marketing support registations 27.4 18.2 last year at 159,119 gave it a

share of only 8.8 per cent.

Mr Lutz hoped the aerodynamic Sierra, would hring German customers into Ford showrooms. Sierra dld achieve a 4.2 per cent abare of the German market in 1983, much better than Taunus/Cortina in its final years. But by the end of April the Sierra's penetra-tion had dropped to 3.4 per

Across Western Europe as a whole last year the Sierra accounted for 3.7 per cent of the market, no better than Cortina/Taunus in its heyday. GM meanwhile was able to benefit from the timing of the switch from the Taunus/Cortina to the Sierra to establish its "J" car, sold in Britain as the Vauxhail Cavalier and on the Continent as the Opel Ascona, as a highly-successful model. The company also launched for the first time in Europe a small car from its new plant in Spain. The introduction of the Opel Corsa/Vauxhall Nova from the Spanish plant produced a fundamental shift in the structure of the

Mr Lutz faces other chal-lenges. Ford, like other producera, has not escaped un-scattled from the recession in the European motor industry's best-known managers.

Mr Lutz was born in Switzer.

One FoE executive European Commission has described him as a "tuke-charge started court action against the Monopolies

investigation. Along with the rest of the industry, Ford will also have to cope with an uphcaval in West Germany, Europe's biggest car market, caused by the Govern-ment's insistence on stringent new pollution control regula

With all this to worry about

in Europe, Mr Lutz seems to be out of the running for another move when the top management reshuffle takes place at Dearborn after Mr Poilip Caldwell retires as chairman. When Mr Lutz was president of FoE from 1976 to 1979, his "boss" was Mr Harold "Red" Poling, then chairman of FoE, By all accounts Mr Poling, who came from Ford's finance team, and the extrovert Mr Lutz had their prickly moments.

Today Mr Poling is tipped as possible replacement as Ford chairman—a reward for taking 54bn of costs out of the North American business. But this would involve him "leakfrogging" the president, Mr Peter-

sbort-time.
(Short-time working continued at the Belgian plant until last Caldwell is due to retire in January of February next

One Ford executive observed: "If you think there has been The main setback for Sierra uproar at Ford of Europe, you as in Britain where the should see what is going on at

> However, the indications are that the succession will be established at September's at September's board meeting.

Deadlock over the Falklands

Atlantic Council formed to foster underestanding between Britain and Argentina in the wake of the war, were invited by the Argentine Senate. Thus, by the Argentine Senate.

while the visit was in no sense official, as the invitation did not enormously costiy to the British taxpayer and its longer term taxpayer and its longer term of the british taxpayer and its longer term taxpayer and its longer term taxpayer and its longer term opportunity to try to break the deadlock between the two countries over normalising their diplomatic and commercial

Reluctance

Since Argentina was the aggressor, it is appropriate that the gesture to invite the MPs came from Buenos Aires.
Argentina still theoretically
maintains a state of heligerency. However, President Alfonsin is on record as renouncing the use of force to settle the dispute with Britain over possession of the Falk-lands. This signals that civilised dialogue, albeit unofficial, can prevail between two nations which have a common interest in mutual understanding.

as a pre-condition for negotiations. But the laborious contacts through the portecting powers, Brazil and Switzerland, have progressed little since they were initiated last Decem-

The deadlock hinges on the heart of the historic diapute Argentina-sovereignty istands President Alfonsin recognises the present British Government'a reluctance to discuss soveerignty in the aftermath of the war, and has proposed that the issue he put on one side. This is about as

with Argentina on any under not last for ever,

week by three British politicians is the first real gesture of reconciliation since the Falk-lands econflict two years ago. The MPs, members of the South war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south war fundamentally altered the citation and the properties of the south was a south of the south was a south of the south was a south of the south o situation and she is committed to respect the wishes of the 1,400 islanders.

High cost

aims required increasing justi-fication—especially the drain on the defence budget and its con-sequent diversion of Britain's military capacity from NATO. The moment is approaching when one should distinguish between the raw aftermath of battle and the longer-term fact that the lalands' future is inextricably linked to Argentine good will and to normal rela-tions between the two countries. Sovereignty was discussed for more than a decade before the fighting, aven when a military junta ran Argentina, To rule out discussion of sovereignty at a future date defies the logic of geography and ignores the economic cost of "Fortress Falk-lands" and the political conse-

quencea of deadlock with Argentina.

There are already signs of Britain, for its part, has some ambiguity in the British atance. The islanders are present to the atate of belligerency as a pre-condition for page its part of the standard are already signs of some ambiguity in the British atance. The islanders are present to the standard are already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at an area already signs of some ambiguity in the British at a some and already signs of some area already signs of some area already signs of some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some ambiguity in the British at a some area already signs of some am sure some income from fishing licences. Their wishesa re being reslated because the Foreign Office knows such an initiative would signal an intention for a permanent preaence in the South Atlantic, prejudicing dia-logue with Argentina and prob-anty allenating much of Latin

How much of a compromise is It then for Britain to accept that to discuss soveerignty in the aftermath of the war, and has proposed that the issue he put on one side. This is ahout as fer as he can go; formal waiver of the claim would he political suicide for him.

The British Government meanwhile refuses to negotiate the normalisation of relations with Argentina? The answer is that it would be a recognition of reality. The choice in between recpgnising it now, when circumstances may be ripe or postponing it for an indefinita future. The Falklands, factor in British politics will mot last for ever.

Perot's part in **General Motors**

The curriculum vitae of 53-year old H. Ross Perot, who has thrown in bis lot with General

vidualistic, Perot was trained at

Now that's what I call nouvean riche —a week ago all he had was a strawberry stall at Wimbledon."

Men and Matters

Motors by agreeing to the buy-out of hia Electronic Data Systems, could scarcely read less like that of the typical motor \$58.7m last year as it has estab-lished market leadership in the industry executive. Hard-driving and highly indibooming computer services sec-tor, installing and often running data processing systems. How will this Texan indi-

the Naval Academy, and is still said to run his Dallas-based company as though it were a branch of the military. His time in uniform also appears to bave given bim a penchant for adventuring. During the Viet-nam war, he was involved in various attempts to get GI prisoners back from North Vietnam; and after the Iranian revolution, he organised the rescue of two of his executives ploit recounted in the bestselling "On Wings of Eagles." Started 22 years ago as a \$1,000 company, EDS has had a few ups and downs, notably when Perot tried to rescue two Wall Street firms and lost his shirt—ahout \$70m—instead. But

in recent years, it has enjoyed

vidualism live with GM, sometimes regarded as the model for methodical corporate organisation? To solve the problem, the motor group, with the heip of Salomon Brothers, has come up with an Imaginative scheme. As part of the \$2.6bn take over—Perot and bis family trusts get 4g per cent—GM is issuing a new class of sbares linked to EDS's performance,

but convertible to the group's shares should EDS falter. Given that the GM hid was it-self worth twice EDS's market value ouite recently, it is not surprising that even a rugged individualist like Perot could not resist the deal.

Dome's day

Howard MacDonald, chairman of the debt-ridden Canadian oil and gas producer, Dome Petroleum, listened impassively at the company's annual meeting in Toronto as one small ahareholder after another complained that senior managers seemed more concerned about improving their own financial welfare

Though Dome tost C\$1.1hn last year, much of the meeting wea apeot discussing ahare option schemes for company officials and the remuneration of Morgan Stanley, the com-pany's main financial adviser. of Morgan Stanley, the company's main financial adviser.

MacDonald, a Scot who left
Shell Oil last year to head
Dome, earns a basic satary of
half a million dollars plus a
raft of fringe benefits. Why

care's Demandary of the benefits of the stanles of the sta can't Dome follow Cbrysler's example, one questioner demanded, by rewarding managers only after the company

spectacular profit increases to | bas been turned around? MacDonald's face lit up a little when a 90-year-old shareholder took the floor to express bis confidence in Dome's future. asserting "I know I'm going to live to see the stock go to 25 dollars." (Tha ahares are currently trading just above CS3).

But the sting was in the tail. "I'll be going on for the next 10-15 years . . " the elderly shareholder insisted—which is about the time most observers think it will take Dome to solve its problems.

Up to the mark

Some 265 years after bis forabears emigrated from Scotland. Bill Samuels returned from the United States last week with aome samples of his whisky for the native connoiseurs.

Of the nine generations of Samuels since those emigrants in the early 1700s, at least aeven have been whisky distillers, first in Pennsylvania, and then in Kentucky. tt was not until Samuels' father threw the old family formula for bourbon into the

in the industry. Substituting wheat for the rye in the corn and barley mash, he produced a mellow bourhon — "a slpping whisky, for drinking alowly, at ease." Maker'a Mark found an immediate place et the top end of the market. The Kentucky racing fraternity discovered the

waste-paper hasket in the 1950s that the family made its mark

the Star Hill Farm distillery, the smallest and oldest in the U.S., which has been designated a national historic landmark.

Hiram Walker International, which took over the distillery in 1981, has not interefered with the family's personal supervision — hut is spreading distribution a little further afield. Hence the return trip to

Ford GM 12.6 11.2

12.0 19.1 7.1 3.8 29.0 14.7

With a bottle selling at twice the price of ordinary bourbon, the distillery now has a turn-over of \$10m a year "It tastes expensive . . . and it is," aays Samueis.

Vienna's discord

"A guest must know when i is time to pack his bags and leave," aays Lorin Maazel, who quit as director and chief conductor of the Vienna State Opera at the weekend, two years before his contract was

due to expire.

"As a musician, it has been heaven," Maazel saya — hut his tenure bas also been marked by constant discords with Education and Arts Minister Helmut Zilk and the local press.

The question is: who runs the opera, the minister or the director? Under his management Maazel points out, the opera renowned artists to Vienna and made profits. Dr Zilk bringa to his post experiences garoered as a part-time gram-mar school teacher and sports

reporter."

The opera will be run hy former director, Egon Seefehiner, until 1986 when Claus Drese, currently director of the Zurich Opera, will take over a administrative director. over as administrative director, with Claudio Abbado, as musical director.

Such a aplit of responsibility cannot work, aays Maazet — apparently expecting little difficulty finding work himself. His diary runs with engagements well into 1987.

What happens if you don't pay your exorcist? - You get re-*Observer*

Spirit of the law

SYNDICATE, P.L.C.

BRITISH-BORNEO PETROLEUM

Statement of the Chairman, Mr. Campbell Nelson, delivered at the 70th Annual General Meeting of the Company held in London on 28th June 1984

I am glad to be able to report record profits for the year to 31st March 1984. Pre-tax profit was £1,424,000 compared year to 31st March 1984. Pre-tax profit was £1,424,000 compared with £1,154,000 for the previous year. Net profit, after taxation, was £970,000 compared with £7£1,000 for the previous year. We paid an interim dividend on 16th December 1983 of £25,000 and recommend a final dividend of £450,000. These dividends totalling £675,000 represent a 69.6% distribution of net earnings leaving unappropriated earnings for the year of £295,000 which added to the unappropriated profits brought forward give us total unappropriated profits of £1,965,000 et the end of the year as shown in our Consolideted Accounts. The dividends in respect of last year amount to 15p per stock unit on the paid-up issued capitel of 4,500,000 stock units of 10p each compared with dividends for the previous year of 12,80p per stock unit.

It is gratifying that our listed investments showed a substantial increase in Merket Value at the end of the year. The Market Value of the listed investments at 31st March 1984 was £20,348,000, the unrealised appreciation over their Ralance Sheet value being £16,321,000 compared with £11,864,000 at the end of the previous year.

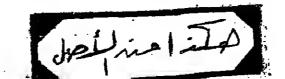
The make-up of our listed investments at 31st March last et their Merket Values was 85% Oil Companies, 5% Gold Mining and Mining Finence Companies, 8% Industrials and 2% Preference Sheres.

The position as to our oil and gas interests in the U.S.A. and Canade is dealt with in the Report of the Directors. Up to the present the investment involved is small compared with our stake in listed investments, but we continue to search for opportunities to participate in producing properties in the U.S.A. We derive profit from our interests in oil producing properties in Wyoming end we expect at a later stage to derive income from our Canadian interests.

Our main investment continues to lie in securities particularly in oil quoted on The London Stock Exchange. Notwithstanding the present unsettled siste of the Stock Marketa we expect to have a good result for the year.

The good relationship with Consolidated Gold Fields, our principal shareholder, is en important factor in the prosperity of your Company. Once egain I express my grattude to their representatives on the Board of your Company who are Messrs. Reckett, Brooks and Rarton for the valuable services they have

Copies of the Statement and the 1984 Report and Accounts are eveilable from the Registrars, Lloyds Bank Plc, Registrar's Department, Goring-by-Sea, Worthing, West Sussex BN12 6DA.



FOREIGN AFFAIRS

Britain's veto fades away

By Ian Davidson

ALMOST ALL of the comment virtually been used np. In the Community will have to let's get right down to brass offer them. In shorthand, that tacks and stap waffling.

at Fontainebleau has focussed bold a financial axe over the means a abarp improvement in But hold! Perhaps the situaon the wrong question: did Mrs Thatcher get a good enough deal on the British budget rebate? Much of it has come up with the wrong answer: nn. This terms, that threat is only a is a pity, because the question faint shadow of its former self; is now pointless; It is also beside the point.

argument whether a two-thirds argument whether a two-thirds rebate is good enough. That figure is effectively set in concrete for the foresesable future, and it will remain the marker, probably the outside marker, furany future negotiations on the subject, once the Community spending and for reform of the common agricultural policy, prove ni detailed negotation to be less binding and for reform of the common agricultural policy, prove ni detailed negotation to be less binding and for reform of the common agricultural policy, prove ni detailed negotation to be less binding and for reform of the common agricultural policy, prove ni detailed negotation to be less binding and for reform of the common agricultural policy, prove ni detailed negotation to be less binding and less far-reaching than she would like, too bad. From now on, the conversion of principles into practice must be achieved by persuance and the prove ni detailed negotation to be less binding and less far-reaching than she would like, too bad. From now on, the conversion of principles into practice must be achieved by persuance and the provential policy. subject, once the Community reaches its new financial ceiling. It is also pointless in a more

pertinent aense, because the merits or otherwise of a two-thirds rebate simply cannot be assessed in isolation. If the Finance Ministers and the Farm Ministers can be persuaded, over a period of years and starting this month to serve heart over a period of years and starting this month, to screw back the costs of the common agricultural policy, two-thirds will be an admirable figure, because the madjusted UK contribution will also be held in check. If they cannot be so persuaded, the two-thirds rebate will look of Europe metty terible but, more serious than that, the Community will be in an even worse condition than it is today.

The British budget rebate is an important issue, but only as a residual component in a much broader negotiation on the re-orientation of the European Community. The budget deal mlocks the door for that negotiation to begin, but all the most important components lie

Just how that negotiation will come out remains highly uncer-tain. A number of general promises were wrapped np with the hudget deal, but rather often in the past it has been a rule of thumb in the Community that, when a member state says it agrees in principle, it means that it disagrees in practice. As the old adage has it, if a diplo- Regional Funds. The existence mat says yes, he means maybe; of such poor countries as Greece, if he says maybe, he means no; but if he says no, he is no

One thing is fairl clear, however: that British vetn power, farming countries can be comwhich finally forced the Nine pensated only if they believe to agree to a systematic budget they can count on a general if rebate for Britain, has now imprecise improvement in what

rest of the Community, by refus-ing ratification of the treaty instruments which would in-crease the Community's financial resources. But in realistic a political deal was done at Fontamebleau, ando she is morally obliged to stick to it. It is pointless, because there If the promises she was given, is no way now of reopening the for tigher control of Community spending and for reform of the

> What this means is that the negotiations which lie in the months and years ahead will be crucially dependent nn intan-gibles. Heavy pruning of the common agricultural policy is obviously in Britian's budgetary interest; objectively, it is also

in the interest of the Comnity as a whole, since it can make no sense to maintain the burden of unsaleable farm surpluses, with a growing risk of an agricultural trade war with the U.S. But the governments of the producing member states are likely to minimize their concessions to common sense unless they se real prospects of getting more ont of the Community in other ways, so as to make reform worthwhile.

Now there is no chance whatever that the rich farming countries of Denmark, Holland and France can be compensated in budgetary terms for cutbacks in agriculture through increased receipts from the Social and Regional Funds. The existence Ireland and large areas of Britain—and the forthcoming accession of Spain and Portugal —will see to that. The rich

fundamental improvement in on its views of the future of the political atmosphere with-nut a substantial convergence what the Government previously hetween the member states on said on the same subject, it tbeir medium-term political objectives.

The crucial players here are France, Germany and Britain. If they can agree on the direction in which the Community should be moving (if at all). then there is a fair chance that that is the direction the Community will go. Such an agree-ment would be quite an innovation: for many years the member states bave solemnly de-elared their devotion to the goal of European Union, but nothing bappened whatever: there was a vague and harmless

At the economic level, there is already some degree of con-sensus emerging, even if it is so far only lip-service: the Com-munity needs to remove obstacles to internal trade, and it needs to promote modern technology and industry to compete with Japan and the U.S. The divergences, in public, have concerned the political objectives of the Community.

more serious?

The dividing line has hitherto lain between France and Ger-many, on the nne hand, and Britain, on the other. Parls and Bonn bave both been pressing the political accelerator, with President Mitterrand hlowing the harn for a treaty-based move towards a more politically integrated Europe. But In public the British Government bas been keepine its toe firmly and rather conspicuously on the sceptical brake. Its emphasia has been on useful nuts-and-bolts activities—liberalising air transport. easing insurance restrictions, removing frontier formalities—and Sir Geoffrey Howe bas gone out of bis way to contrast the virtues of British "pragmatism" with the implied shortcomings of "the more highflown style of some of our part-

It looks like a classic case of the British once more mis-understanding, or even despis-ing, the political aspirations of the continental countries: this is an economic Community, so "Our objective must be to

By Itself, the Fontainbleau after al. Shortly before the Fondamental improvement at home hold! Perhaps the situation is no longer quite like that, after al. Shortly before the Fondamental improvement circulated a ritish covernment circulated a ritish circulate seems that a remarkable evolution bas been taking place in Downing Street behind the scenes.

> Nine months ago, the UK circulated an earlier paper on the Future Development of the European Community. This dealt exclusively with economic questions: the stimulation of European industry, energy policy, the environment, a truly common market, and the external economic policy in trade and monetary relations.

The very title of the new paper marks a substantial ahift: aspiration, but that was all. Is not the Future of the European there any chance that the member governmenta will now be Future." Seven of the 15 pages over the same economic issues, though in more general terms; but more than half of the paper is devoted to the political dimension of Europe, especially in foreign policy. Perhaps a few quotations will convey the flavour.

The U.S. will remain central in European security and the mangement of East-West relations, and no less so in the management of the problems of the world economy and trade. Our task must be to ensure that Europe plays no less central a roie in all these respects. By common action of the Community and the Ten, Europe must impress on the U.S. that unilateral American action, eg on technology transfers, extra-terrimriality, unitary taxation and, above all, protection for U.S. industries will put the suc-cess of Alliance consultation and co-ordination at risk...

"In political co-operation, the Ten need to act with more vigour and greater purpose...
The Ten have the weight and must show more political will to act together: concentrate their efforts where their leverage is greatest and their interests most directly touched, eg in the Middle East and Africa; and recognise that influence does not last if not backed by



Mrs Thatcher, with a map of "Britaln in Europe" in the background, at Tory headquarters in May

European defence co-operation The U.S. strategic commitment to Europe will remain an irreplaceable guarantee of Weatern security. If we wish to preserve it, the European Allies must find answers to some difficult questions: Are we able to take on \ kriger sbare of the responsibility for our defence?
... The answers make it evident

that such problems bave to be tackled jointly . . . "Progress demands that we focus on the resource allocation and defence industrial aspects of the problem . . . The general prospects could be greatly improved by progress towards a more integrated European and industrial base, and by streogthening the Com-

munity's internal market." In short, the paper pitches the political demands of the Com-munity at a very high level, by nections between economics foreign policy and defence which go far beyood the treaty competness of the European Community, but which are in-escapable in real life.

On the institutional front, the British paper falls rather short of the rbetorical aspirations of President Mitterrand. It does not mention the idea of a new political treaty, and while It does (surprisingly) argue that the European Parliament should be given more responsi-

strengthen the European pillar bility, it remains wobbly on the of the Alliance and improve question of majority voting in the Council of Ministers.

Nevertheless, it is quite hard to imagine a stronger statement of what the British Government thinks of the Community is for: it is for the collective promotion of Britain's, and Europe'a. vital interests, and those interests can no longer be safeguarded by the remains of the Special Relationship with the U.S.

under the wire by Euro-fanatics at the Foreign Office. Not so; it appears that Mrs Thatcher crawled over every dol and comma after long debate. If the Government has a policy to-wards Europe, this is it; and I understand it has been well re-ceived on the Continent, especially by M Mitterrand and Chancellor Kobl.
PS. There is one old dog

which does not bark in the paper at all: there is no refer-ence to the European Monetary System or Britain's possible membership. Previously, the Government has repeated ad nauseom that it would gladly join "when conditions are right"—but without specifying what those conditions should be. Perbaps the new silence means that the Little Englanders in the Treasury have finally won; but I wonder whether, on the contrary, they have not finally lost.

Lombard

Unmentionable debt solution

By Samuel Brittan

were accomplished in one year

the rate of U.S. inflation would have to he 100 per cent over and above the present rates

during that year. If it were spread over two years, the rate of inflation would have to be 33 per cent for two years

Experience has shown that it is practically impossible to lever

up inflation to such rates and then go back again to more normal slowly creeping infla-tion, either quickly or without

massive costs involving recession and unemployment. Once

prices are rising at double digit rates, inflationary expectations are tiable to take off, and it takes years of very strict mone-tary policies to reduce them

Lesser increasea in inflation

would not serve much purpose

from the ldcs' point of view. When debt consisted largely of

bonds, nominal interest nay-ments were fixed and inflation

reduced their value. Today most ldc debt, especially to the banks,

is on a floating rate basis, which

means that current interest rates are paid—and this is the anag. For interest rates are

inflation. There is no way by

which short-lerm dollar

again.

THERE IS one supposed solution to the world debt problem frequently mentioned in conversation, but rarely publicised because of its supposed lack of respectability. This is that inflation should be used to reduce the real value of the lebts. As banks' liabilities are denominated in dollars, the banks themesives might emerge relatively unscathed from such a "solution" even if their depositors, creditors and shareholders did not

Ideas often gain a spurious attraction because they are illicit. The problem with inflation is not that it is unrespectable, but that it would be a bad solution, if it were a solution at all.

To begin with, a new bout of inflation would leave in the lending corridors a trail of victims, bany of whom are far from affluent. In contrast to what is said about Israel, Iceland, or Brazil none of the main countries of Europe or North America is an Indexed society. If inflation were suddenly to accelerate many people on occupational pensions and bolders of small savings media would suffer a large loss of wealth. This is socially objectionable, quite apart from the economic disruption renewed rapid inflation would cause. Cynics may suspect that it is just a neat bit of PR, slipped under the wire by Euro-fanatics at the Foreign Office. Nat so it.

Moreover, many of those wbo whisper support for inflation do not realise quite how much inflation would be required to make a dent in the debt probiem. Neediess to say inflation could only heip with old debt. New horrowing, for instance, by South-East Asian countries, who have so far avoided the crisis altogether, would become far more expensive in nominal terms as interest rates rose. High nominal rates impose an actual burden, as they introduce a front-loading of repayments with large early repayments. ments, with large early repay-ments in real terms appearing in the guise of debt interest. Estimates of existing less-developed country (LDC) debts

which short-term dollar rates could be permanently beld to their present 12 per cent rates if actual and expected U.S. Inflation began to accelerate seriously. At inflation rates of say 10 to 20 per cent the burden of higher naminal information. den of bigher nominal interest payments for the ldcs could be more important than the gradual writing down of the Short-term rates do not, uf course, follow immediately and slavishly the course of expected inflation. The central banks have some limited power to expand the money supply and keep interest rates down for an uncertain number of months, until the inflationary stimulus has worked its way through. The main danger is that the Fed will want to use this lag to keep down the immediate interest burden on the ldcs, at the expense of more inflation later. The pressures on the Fed for such wrong-beaded courses vary, but some \$600bn is the usual IMF figure. To reduce the real value of this by half, the prices of goods and services measured in dollars would bave to double. If the reduction are increased by misguided members of the financial community who believe that inflation would after all be a cost-effective solution to the debt problem. It would not.

interest rates

From Mr Stuart Brickell Sir,-I think I detect in your coloums a growing awareness that too much reliance is being placed on the U.S. ilscal deficit as the prime cause of high interest rates, the debt crisis and the strains being felt by the financial and banking system. It may be that the financial system would still be in deep trouble even if the U.S. budget deficit did not exist. The culprit may be the lender/debtor insti-tutional framework itself.

A great deal of borrowing that was in former times financed by the issue of xed rate bonds is now financed through the banking system at "floating" rates. This has two important consequences.

Firtsly, inflation can no there's inhalist can be selected upon to reduce thet "debt burden" when the growth of debt begins to threaten the viability of the underlying "real" economy. As inflation proceeds, the rate of interest "floats up" so that the real value of funds lent is not

Secondly, much of the borrowing from the banking system is increasingly "essential" raffier than "discretionary" so that the assets of the banking system are increasingly less "self-liquidating" than formerly. This less liquid lending is coupled with the increased use of highly liquid "wholesale" deposits.

Given this rigid Balance Sheet structure, coupled with the competition for size, each bank is compelled to bid fiercely for each tranche of wholesale money as it matures; hence the prime rate ratchet effect.

The Federal Reserve is powerless to prevent this procees. A "controlled" monetary stance entaits following the upward progress of the prime rate, and an "easy" monetary posture also implies a rising prime rate as the inflation premium is raised to maintain the real value of wholesale funds.

real value of wholesale funds.

The financial system, by deviting means to protect the purchasing power of wholesale depositis, has made it virtually impossible to reduce the debt burden except by outright defaults, and these defaults are made more likely precisely because the debtor cannot be given any gentle relief when the strain of servicing costs becomes refrontiate.

becomes crippling.
Given that the Federal
Reserves has little alternative
but to bail out any bank of
signicant time in trouble, wholeaugments time in trounds, whole-tale funds placed on deposit with a U.S. beak set the best of all possible worlds. Conse-quently, the demand for dollars is firm, giving rise to an overvalued currency, uncompetitive with the need to share in a single final settlement rather unemployment, reduced tax than a series of leapfrogging the Environment bas told the Environment b

Strain of U.S. Letters to the Editor

revenues and a government fiscal deficit.

It is noteworthy that although the Japanese government has a huge bridget deficit, it has no difficulty in funding it at very modest rates of interest It would seem that the Japanese reluctance to "open up" their financial markets to unrestricted competition wisdom. shows

Stuart Brickell. 160, Sandgate Road, Folkestone, Kent.

Neglected GATT decisions

From Mr E. McGovern Sir,—Christian Tyler is mis-taken (June 13) in describing the GATT as a non-binding contract between countries. The legal arrangement is a compli-cated one but it undoubtedly places binding treaty obliga-tions on the 90 contracting parties.

Even the secretariat, although

technically the Secretariat of the Interim Commission for the (stillborn) International Trade Organisation, is properly legally constituted.

The problem of dispute resolution is certainly a serious one, but the impracticality of imposing sanctions can bardly be said to be unusual in inter-national relations. Even in the much more tightly-structured EEC, judgments of the Court of Justice bave been openly flouted by member state.

The publicity given by news-papers such as your own is an important source of pressure on Governments, but the cause of international legality in this area has not been helped by the almost wilful neglect accorded to the decisions of GATT panels by lawyers in general and law schools in

particular. If the director-general spends much time away from Geneva then he is only reflecting the trend in recent years for the focus of international trade relations to shift away from the multilateralism represented by the GATT lowards the bilateralism characterised by "volun-tary restraint agreements" imposed on exporting countries, particularly those of the third

One of the arguments in favour of a new negotiating round is that it would go some round is that it would go some way towards reversing this trend. The disastrous aggregate offect of the numerous restrictive arrangements (each apparently reasonable in luself) would six.—You report adonts longly six.

protectionist lobbies bave to fight among claims, would themselves as well as against liberal interests.

Another opportunity would be made available to stress the contradiction implicit in policies which maintain high international interest rates while denying debtor countries the markets in which to earn the means of repaying their loans. Edmond McGovern. 58 Montagu Square, W1.

societies From the Chairman, Lancashire and Yorkshire Assurance Society

Not so friendly

Sir,—The Government could be losing 3m friends—members of Friendly Societies through-out the country. The March budget bas, by drastically reducing concessions traditionally made to friendly societies, put many of the older societies and the benefits they provide in

jeopardy. The origins of friendly societies can be traced back to the guilds of the middle ages. During Victorian times, these self-help groups provided sickness and death benefits and a means for thrift amongst the working classes.

Friendly societies still have an important part to play in providing henefits to the ordinary men and women of this country. If friendly societies are legislated into extinction. the people presently covered by friendly societies will not be covered by any other organisa-tion. In times of hardship, these people will then look to the state for help — surely this cannot be a Government objec-

With the Government enouraging self-help rather than eliance upon the state, a move to endanger the friendly society movement is yet another fine example of the inconsistency of

Government policy.
The Treasury has said that the cost to the exchequer of the pre-budget concessions was negligible. Why not leave friendly societies alone? I am sure the Government could do with the friends. M. J. Lynn. 73, Wimpole Str, WI

Britain's stance

Sir.-You report (FT "Britain be made more obvious. Faced adopts lonely stance on acid with the need to share in a rain June 26) that the chief

international conference on acid rain in Munich, that Britain's sulphur emissions dropped 37 per cent in the past 13 years. This is true. But the reason is not poliution control, but Indus-trial recession and conversion to natural gas.

Britain cannot claim, as Mr Mr Holdgate attempted, that this amounts to genuine progress to curb air pollution. It is merely fortuitous. Britain is still the largest emitter of sulphur dioxide in western Europe. What is more, once the Russian gas pipe-tine is linked up to the indus-tries of continental Europe, emissions from those countries will fall atill further.

Oulte apart from the growing evidence of acid rain damage in Britain, the Government's stance is certain to isolate us atill more, as the worst point-source of poliution in western Europe. Chris Rose.

Countryside Campaigner, Friends of the Earth, 377 City Road, E.C.1.

Roller coaster financing From Dr A. Scotney

Sir,—Mr Gottesman (June 21)
asserts that the less developed
countries, debt servicing crisis
can be tackled by Issuing 25year maturity bonds to refund, say, half the debt, these bonds to be snapped up by the likes of pension funds and insurance companies. Generously, bow-ever, be concedes in his last paragraph that there are doublers such as me who feel that countries unable to contemthat countries unable to contemplate repaying \$130bn per years for each of the next eight years will have even less prospect of tackling eight annual repayments of \$110bn followed by ?7 annual repayments of \$45bn "... in which case many of our banking institutions have lost their capital."

Presumably investors, including pension funds and insur-ance companies "... looking for investment outlets which will provide a safe return for 20 or 30 years," should now divide into two opposing groups. Some will invest completely in Treasury bills or sbort-dated Government stocks either in the U.S. or here, sleeping soundly in their beds with real yields of up to S per cent and as much security for their investment as is possible in this uncertain world. Others, with the 1351e for adventure, will climb aboard the equity roller-coaster, exulting in the dizzy plunges and the labouring climbs. I remember about roller-coasters from my youth; when they stopped to let me off they teoded to be near the bottom, not perched on lop of one of the peaks. And another thing, They never gave me my money back when the ride was over.

rent a car for £1.

The Swan National Hotel Package is good news for Company Directors. It not only saves you time but it can also save you a great deal of money. Here's an example: One of the top hotels in London's West End charges £54. Per person. Per night. Room only. The Continental breakfast costs £3.50. A total of £57.50. Now, with the Hotel Package, we can offer you the same hotel, the Continental breakfast... and a Swan National A Group car (Vauxhall Nova or similar) for £58.50. You pay £1 for the car with all the benefits of unlimited mileage. All our other hotels offer similar value.

These savings hold true for companyowned vehicles. You'll find it's cheaper to rent a Swan National car than it is to use yourown.

There's a choice of seven groups of vehicles. Hotels are in six price bands. By allocating specific price bands to specific management levels, you can control your travel and hotel costs better than ever before. What kind of hotels are they?

The best. Ladbroke, Crest, Queens Moat, Comfort, Thistle, Scottish Highlands and Stakis. Over 600 of them throughout

the UK. And if two persons share a room then the extra guest pays just £9. And that includes the breakfast and the car.

The Hotel Package is part of our new Executive Getaway Package.

The Executive Getaway Package includes other unique, money-saving and control services, at no extra charge:

The Fleet Fuel Monitor-a totally

computerised system to control fuel costs which we operate at over 8,000 forecourts throughout

and administration service. It's innovations like these that have helped to make Swan National the leaders in UK car rental. You'll want more facts and figures and

Cover Drive - a complete accident repair

we'll be happy to supply them. Please ask your secretary to complete

the freepost coupon and post it today. Complete the coupon, place it in an envelope

and mail to: Swan National, FREEPOST, 305-307 Chiswick High Road, London, W4 4BR.

Tel: 01-995 9242. I want more information on the Swan National I and Executive Getaway Package.			
Name			
Designation		····	
Company			
Address			
Postcode	Tcl:		
CRAFA DI		A MEMBER OF	



Terry Byland on Wall Street

A potent third force develops

IT HAS been an exciting few weeks for New York's third market - the off -Wall Street market where quoted securities are traded between institutions without recourse to the various stock exchanges.

First, there was the excitement in

Walt Disney Productions, stock which was no sooner suspended on the New York Stock Exchange (NYSE) than it was back in husi-ness at Jefferies Co, the third market firm, trading at prices which have yet to reappear on Wall Street

Then, briefly, the third market took over the trade in Jewel Companies, the retail group, when its shares were also suspended on the NYSE pending the latest news from the talks with American Stores.

To follow this last week, huge blocks of stock - both of the leaders and of lesser-known names - were traded, often off the market floors. the public face of the third market

The dramatic hid situations are but the ability to continue trading in listed stocks after their suspen-sion on the NYSE is not its prime The pension funds and other

pcominent institutions, or even publicly quoted corporations them-selves, are sometimes disadvan-taged in the public marketplace by their size. The attempt to trade a large block of stock, either by hreaking it down into small lots or hy hawking it round the market can push the price higher, agains the would-be seller.

The third-market operators, of which Jefferies is far the largest, live by their detailed computer lists of customers, which are constantly updated to show who might buy or sell any particular security. The third market is the home of the block trader, that most voracious of the U.S. securities dealers.

Block trading volume has been expanding for a decade, fed by the growing institutional presence and by the immense liquidity of the pen-sion funds, mutual funds, individual retirement funds, money-market funds and the host of money bro-

1980. With the U.S. pension fund industry increasing investment overseas, the third market is also expanding outside the U.S., and has many London bankers and invest-

ment advisers in its client lists. The challenge of the third market is to offer trading markets virtually throughout the 24-bour cycle, whether stock exchanges are open or not. Working hours at Jefferies are hrutal. Mr Boyd Jefferies, founder and driving force, climbs out of bed in Los Angeles at 1.30 am and all traders must report for work in time for a morning conference linking the offices in Los Angeles, New York, Boston, Atlanta, Chicago and Dallas.

By 9.30 am in New York, tensions are painful, with half an hour before the NYSE opens. Traders scan computer lists of client positions and listen to a public-address sys-tem on which the firm's 135 sales force can address the entire network throughout the day.

The trick is to find buyers or sellers for any deal peoposed. Jefferies rarely acts as a principal or speaks to hrokers. It prides itself oo dealing directly with its clients, which comprise more than 1,000 institutions, 6,000 or so corporations and a host of "high net worth private clients" - local parlance for the very

Relations with the NYSE are best described as distant, especially since November 1981 when Jefferies arranged for a group of institutions to buy up two huge utility-company new issues, cutting out the traditional underwriting operation - and its fees. That produced a new Securities and Exchange Commission regulation, rule 415, which effectively allowed others to follow in Jefferies' footsteps in the new-

The SEC was following the stance set by Congress in favour of the development of a third market as part of deregulation of the secu-rities industry. With friends like that, third-market operators probably have little reason to fear the disfavour of the Wall Street establishment. Jefferies has twice resigned from the NYSE but remains a member of Nasdaq - another hrusque newcomer which disdains what it calls the "marble pillars and trading floor" approach to the secu-

Both Nasdaq and the third market are a phenomenoo of the growth in electronic market links. With markets clearly moving to-wards closer electronic links oo the international scale, third markets, block traders, or what you will might soon become a feature of the

worldwide securities industry. Wall Street report and prices, Pages 26-29

Pressure that stopped the presses

John Davies on why one German dispute missed more headlines than it

sumed in Düsseldorf at the week-.

tacular in the hitter dispute disrupting the West German printing industry for the past three months.

The helicopter airlift was orga-Ine dispute has arisen over demands by the printers union, IG Druck, for a cut in the working week from 40 to 35 hours; a new wage structure; and more activities the printers of the Frankfurter Cariffolia in the working week from 40 to 35 hours; a new wage structure; and more activities to the printers of the Frankfurter Cariffolia in the printers of the

vans from leaving with oewspapers.
The FAZ said the pickets endangered the belicopter by hurling stones and bottles at it, despite the

disruption to support its case while the 2.5m-strong IG Metall, the metalworkers' union, has been pressing cautious about becc Although the police have been cautious about becoming emhcoiled in the print dispute, they have clashed with strike pickets at times when enforcing court injunctions ordering strikers to allow free access to and from print works.

in one of the latest conflicts, about 50 police moved in to carry away pickets blockading the print ing plant of the Darmstädter Echo at Darmstadt, near Frankfurt, on Friday. Several people, including police, were injured.

The union has shifted its targets at times hut has concentrated its efforts in the Frankfurt area in recent

Faced with strike action, some newspapers have been halted en-tirely. Those included the international edition of the Financial Times, which failed to appear for more than two weeks.

Other newspapers have produced emergency editions, often oo more than four pages. Handelshlatt, the financial daily printed in Düsseldorf and Frankfurt, produced an eight-page emergency edition for more than a week using typewriter-like script.

With talks being resumed, strike action has been relaxed, with managements envisaging full-scale production of newspapers, including the Financial Times international

The appearance of any newspa-pers at all during the strike speaks volumes for the plight of the print workers in West Germany.

in many cases they have been unable to bring all workers out. At FSD, for instance, the management said that about 900 of its 1,100 print workers went on strike, but some remained at work in various sections, including plate-making and

Moreover, the dispute has streogthened the determination of some newspaper managements to press ahead with advanced technology under which journalists can control

which seems likely to thwart the

takeover amhltions of Sir James Goldsmith, the UK financier.

construction group, and Mr David Murdock, a Californian financier,

had offered \$58.50 a share in cash

The bid compares with an initial informal offer of \$50 a share from

Sir James, which he is believed to

scenes auction for the packaging

Mr Bruce Smart chairman and

chief executive of Continental sald:

The proposal by Kiewit/Murdock Group is the highest price among

several alternatives, is not subject

tors in other respects, including

Kiewit/Murdock Group's assurance

to continue substantially un-changed Continental's present em-

ployee compensation, benefits and

for the company.

day night, Continental said the private group, which includes Peter Kiewit Sons, a private mining and high

Continental move

may foil Goldsmith

CONTINENTAL GROUP, the U.S. 20 per cent, intended to run the

packaging, energy and forest prod- group as an independent operating

ucts company, has negotiated a surprise \$2.75ho merger with a group
of private investors in a move
Continental, the 68th largest com-

In an announcement late on Fri- just under 40,000 people at year-

BY TERRY DODSWORTH AND WILLIAM HALL IN NEW YORK

typesetting and make-up of pages 10 a computer system, taking over tasks from print workers. The FAZ which has been developing such a system for some time, has made further advances to overcome disruptioo during the print strike.

With technological change going ahead, IG Druck has been pressing for greater influence over the way priot works are run and over the introduction of new equipment. That demand, even more than claims for reduced hours, has met strong opposition from managements. Print employers have been stand

ing firm against all of the union's claims and rejected out of hand proposals for extra leave, as a form of reduced working hours, made hy Professor Kurt Biedenkopf, the mutually agreed mediator, last month. Professor Biedenkopf, a promi-nent politician of the Christian

been too hasty in seeking a settle-ment before the metal industry The print employers now have offered a compcomise hased on the settlement in the metal industry, with a cut in the working week to

Democratic Union (CDU), may have

an average of 38% bours, although IG Druck initially reacted with little Whatever the immediate outcome of the dispute, technological advance seems set to continue, confronting print workers with the

dilemma of adapting to change or

Continental, the 68th largest com-pany in the U.S. in terms of sales bad revenue last year of \$5,5bn and

net income of \$199m. It employed

Mr David Murdock, who was a

high school dropout, has been in-volved in a number of boardroom

battles, and now controls business

Peter Kiewit Sons, a secretive

forces recently

beginning of June, Continental ef-

auction by saying that it would con-

terests of shareholders.

sider offers and act in the best in-

price for the group, and Sir James's

THE LEX COLUMN

Permutations for privatisation

Last week's Enterprise offer for sale has left so much egg oo so many faces that the Government must be wondering whether there are not better ways to cook an omecomfortable premium when deal-ings begin today, and RTZ gracefully retires from the field with a tidy pcofit, the Enterprise offer will certainly rank as the least successful privatisation to date.

To be fair, the Government and its financial advisers cannot be expected to shoulder all the hlame for the Enterprise flop. The clauses governing cootrol in the prospectus were admittedly too loosely drafted hut, in contrast to Britoil, the shares were offered at what seemed price. Moreover, Enterprise was by its nature especially vulnerable to a falling market. It was aimed largely at institutions which, having plenty of North Sea oil already washing around in their portfolios, could justifiahly adopt a take-it-or-leave-it

Yet, even if the privatisation programme as a whole may be counted on halance a success, the track record is certainly not improving. Brit-ish Aecospace and Cable & Wireless, the two conspicuously successful primary offerings, now look a long way behind us and the apprehension surrounding future issues, and Telecom in particular, is grea-

approach.

Part of the problem rests with the Treasury, which has shown pre-cious little consistency in its deal-ings with the market. The grandiloquent political statements which marked the beginning of the pro-gramme have been replaced by a narrower preoccupation with the public-sector borrowing requirement (PSBR) and a determination not to lose face. Embarrassed by the Amersham fixed-price offer, the Treasury has veered towards the tender approach, even for secondary offerings, on the ground that even if it does fail to attract the highest possible price, it should look all right in Westminster.

interests worth more than \$500m. He bas a large stake in Occidental Petroleum, where he bas tried to in-Yet, in financial terms, the tender bas not served either party to the bargain especially well. The undercrease his investment but bas been rebuffed recently by Dr Armand writers have twice been left to carry Hammer, the 85-year-old chairman. the can while, in several instances, the Government might arguably group based in Omaha, Nehraska, bave raised more through a fixedprice offering. Certainly, in the case of the C & W secondary offering, it Occidental in a number of joint ventures including a partnership to dewould have avoided an underwritvelop China's biggest coal mine. After first rebuffing Sir James, who raised the takeover issue at the ers' strike.

So far, the Government and its successive financial advisers have stuck to tried and tested public of-



fering procedures. In so doing, how ever, they may have neglected the peculiar features which differentiate privatisation from other offers for sale. Nationalised companies an unexpected gilt-edged steck are often very large and unusual; might do to its standing with the but, more important, the Treasury has different priorities and con-straints from other vendors. It cannot, for example, leave much on the table to encourage the stags with-out incurring the wrath of the House of Commons.

A couple of flops should not persuade anyone to tear up the rule book and start again. Novelty carchances with something so formidable as Telecom is understandable.

Some of the more obvious avenues are blocked by political no-entry signs. Institutional placing and bought deals would represent too much of a departure from the goals of a share-owning democracy to be worth attempting. Yet, by amending underwriting arrangements and the selling period, the Government might after all find a solution satisfactory to all parties.

A partial underwriting of perhaps 10 per cent of the available equity would provide the Government with a certain market for the shares, and so avoid the pulled-at-the-last-min-ute issues which occasionally dog the U.S. market, while diminishing the risk that the institutions will fail to apply because they would be guaranteed enough stock in their role as underwriters.

Government could then begin a proinvestors with the company. A "red herring" prospectus, on the Wall tors to assess and value the compaOn the basis of market soundings, the Government could then fix a price. If the issue were subsequently undersubscribed, it would quently undersuoscruces, it would fall back on the underwriters for an immediate 10 per cent and, after a decent interval to mitigate the "overhang" problem common with tap issues, sell a further tranche at close to the then prevailing market

For the arrangement to work, the Government would need to agree a low underwriting price - reflecting the longer selling period – but might in return negotiate a slimmer underwriting commission. It would also need to show more flexibility in the phasing of its borrowing programme. But the prospect of achieving harmony with the equity market would surely outweigh the small damage which the arrival of fixed-interest community.

Indexed index

Caution apart, one reason why it has taken three years for the actuarial profession to agree on appropriate indices to measure the aggregate performance of the index-linked sector is a running disagreeries its own dangers - not least con-fusion - and a reluctance to take demption yields. This has now been settled in the new FT-Actuaries Index by letting the investor take a pick of inflation rates - given the choice between 5 per cent and 10 per cent - and imputing a yield to the whole sector by calculating the yield on a basket containing an equal proportion of each stock in

The choice of inflation rates is indeed arbitrary; some argument could be made for building in some added realism by using the current inflation rate instead. But in fact yields on the two inflation assumptions can be used to indicate the yields at other rates of inflation by extrapolating or interpolating; according to the actuaries the result should be accurate to within a few peoce with inflation anywhere from zero to 15 per cent.

Problems might arise if the au-thorities ever decided to issue index-linked stock with optional redemption dates, for while such a With a portion underwritten, the stock is obviously headed for early redemption when it stands well tracted selling period in which to above par, at times when it is close familiarise private and institutional to par its life is more or less indeto par its life is more or less Indeterminate - and for an indexed stock the length of its life is one fac-Street model, would enable investor fixing its yield. But for tomorcow's start, no such gremlin seems likely.

European recovery loses momentum

BY MAX WILKINSON, ECONOMICS CORRESPONDENT, IN LONDON

economies may bave lost a little of garded as rather tentative. its momentum in recent months, according to employers' organisations

papers took off as many as 20 times from the courtyard of a Frankfurt print works while striking printers

staged an angry but futile protest in the street outside. The incident a week ago has been the most spec-

over the introduction of new tech-

IG Druck, with 145,000 members.

has been building up a campaign of

for a shorter working week in the

Strikes and lock-outs in the metal

industries have been capturing most of the headlines, in everyday

life in West Germany, bowever, the

printers' dispute has been more

widely felt as many newspapers

have failed to appear or have turned up in smaller and unfamiliar

The dispute has presented a

beadache to people relying on advertisements for johs, secondhand

A compromise solution was

eached in the metal industries last

week, but the print dispute sim-mered on. Negotiations were re-

car industry and other factories.

However, they bope that this is only a besitation in a slowly improving trend. The Conjoncture group of busi-

ness organisations, under the chairmanship of the Confederation of British Industry, today released its forecast for the European economy. This showed an average growth of 24 per cent this year followed by 2

Jefferies, which claims around 90 the Organisation for Economic Coper cent of the third market, turned over \$85m last year, representing a sand with the unpublished foreeast of the EEC in Brussels. The evidence for some recent

slowing down comes from a study of business surveys conducted in

THE RECOVERY of European the different countries and is re-

At a recent meeting to discuss their forecasts, economists from these organisations agreed that low levels of profitability in many European countries might lead to price increases later this year which would tend to depress the growth of consumption.

This factor, with the expected slowing down in the U.S. economy would result in some slowing down of growth rates next year, they agreed. However, they expect growth to be fairly buoyant in the second half of the current year.

Unemployment is likely to continue to rise from 11 per cent of the total European workforce this year to

French progress detected, Page 2; UK spending curb songht, Page 11

Country	Conjonets (business		OE	CD	E	EC
	1984	1985	1984	1985	1984	1985
W. Germany	2.5	2.5	3.0	2.8	3.n	2.5
France	1.8	1.2	1.3	1.8	1.1	1.4
UK	3.0	2.0	2.5	2.3	2.7	2.1
Italy	2.6	2.3	2.3	2.3	2.4	2.9
Sweden OECD	2.6	1.n	3.3	2.5	2.8	25
Europe	2.3	2.0	2.3	2.3	_	-
EEC	-	_	_	_	2.2	2.1

Eurobond market clings to its faith in trusts

Continued from Page 1

profit and loss account for each rader is produced daily. If one trader is consistently performing less well than the others in the same sector of the market, be can be asked why. Second, using computers and independent prices from other market makers, the prices at which trades are done can be checked to see if they are in line

with the market.
One problem is the lack of a central minute-to-minute price monitoring system, such as that ruo hy the London Stock Exchange. Also, the variation of prices between different market makers can mean that fraudulent deals done at prices a small percentage away from the average price may not be detected. In any case, in some types of bonds - such as convertible bonds and zero-coupon boods which seem to have been involved in the UBS/ Bear Stearns case - prices can move sharply during the course of a

World Weather

day, so a deal done at a price within the day's range can look right, even if it was wrong at the moment when the trade was executed.

The AIBD produces a weekly list of prices, collected from the market makers in a particular issue and averaged. Many dealers cite scandals in the

highly regulated New York bond market to support claims that regulation is not an answer to the Eurobond market's problems.

Eveo UBS realises this. Their spokesman said: "If you want to cheat you are not blocked by the existence of regulation. One strength of the Eurobond market is that there is no government regulation; the market is regulated on its own. "in the eod you must trust people

and allow them to do their work. ff there are too many harriers and obstacles they will not be able to do their work. This is a risk of the pro-

Banks rule out chance of deal with Argentina

to any financing contingencies, and is entirely satisfactory to our direc-fectively opened itself up to private

Continued from Page 1

sions to the country after its failure to reach accord with the IMF on conomic stabilisation.

On Friday afternoon Sr Bernardo Grinspun, the Argentine Economy
Minister, irritated many of the participatiog hanks by announcing that the deal had already been struck. In fact the hanks were still that it had already decided before negotiating the terms of their advance, and it took a further six time loans on a non-performing babe completed.

mittee banks have also agreed to defer until October 1 repayment of a \$100m advance extended to Argentina in March. All creditor banks are being asked to stretch out until mid-September the matu-rity of a S750m loan instalment that fell due oo June 15.

The hanks' latest \$125m advance will be secured against Argentine deposits at the Federal Reserve Baok of New York. Its maturity can also be extended until October 1 if
Argentina reaches an IMF agreement before August 15, but the first
hurdle faced by the Government of the UK.

Another leading U.S. hank with much at stake in Argentina is Crocker National, which is controlled by Midland Bank of the UK.

decide whether to make any conces- President Raul Alfonsin in this re spect is now July 31.

That is the date on which a \$300m advance falls due from the governments of Mexico, Brazil, Venezuela

ter earnings would be cut by \$25m or 26 per cent. Under U.S. bank regulations, which are to be tightened from the third quarter onwards, loans become non-performing when interest is more than 90 days overdue at the

end of any quarter. This means that banks can count interest due on the loans as part of their earnings only when it is actually paid. They also have to subtract any presumed interest payments from

their earnings figures already declared.

U.S. talks offer rejected Continued from Page 1

pressing hard for a resumption of the stalled Geneva negotiations on strategic and intermediate-range nuclear missiles and seeking to show that the current impasse is due to Soviet, not U.S. intransi-

gence.
Mr Reagan, however, has been cool to the idea of negotiations on programme for a new generation of smace-based defensive weapons.

With the U.S. election only four partly because of what he claims to mooths away. Mr Rengan has been be the difficulty of verifying any agreement and partly because he believes that a powerful U.S. effort is needed to match Soviet advances.

> Washingtoo also sees repeated Soviet calls for a ban on space weapons as an attempt to derail Mr



Published by The Financial Times (Europe) Ltd., Frankfurt Branch, represented by G.T.S. Damer, Frankfurt/Main, F. Barlow R.A.F. McClean, M.C. Gorman, D.E.P. Palmer, London, as members of the Board of Directors. Printer: Frankfurter Societies-Druk kerel GmbH, Frankfurt/Main. Responsible editor. C.E.P. Smith, Frankfurt/Main. © The Financial Times Ltd. 1984.



SECTION II - COMPANIES AND MARKETS FINANCIALTIMES

Monday July 2 1984



FUTURE RATE AGREEMENT

interest rate tool to juggle with

BY DAVID LASCELLES IN LONDON

WHAT with financial futures, inter- offsets its higher cost of funds. If est rate swaps, options and tailor rates bave gone down, Bank A made interest rates protection compensates Bank B for the differpackages, bankers bave not lacked ingenuity when it comes to grap-pling with their funding problems

In the last few weeks another hands, so the banks are never exvariation on the theme has emerged on the London market the future rate agreement (FRA), which looks a bit of a latecomer but makes up for it with the rare virtue of simplicity.

· Basically no more than a private agreement between two banks to and anyone who deals in them is compensate each other for changes in interest rates, the FRA is a relatively cheap and straightforward way to lock in an interest rate shead of time. But being in its in-

 $s(t_1,\xi_2)$

fancy, the market is still under test. Mr Anthony Haig-Thomas of Tradition, the Swiss-based money brokers who claim to be the pioneers, estimates that 30 to 40 major banks from the U.S. and Europe have done deals in the last month or so. Tradition itself, be says, is brokering about four or five deals a day in the \$5m to \$25m range.

Active deal-makers include Citicorp, Banque Nationale de Paris, Société Générale, Barclays and Hambros. Astley and Pearce, the money can take three month mon-UK money brokers, are also sounding out clients.

In e typical deal Bank A, needing three month money six months entering into FRAs because of pos-from now, finds Bank B through a sible legal complications - a deal broker, which is willing to be a could be interpreted as a wager on counterparty. The two banks sign a interest rates. According to Mr standard contract under which Bank B compensates Bank A for at BNP London, banks in the marthe difference between three month ket insist that a genuine commer-Libor (London interbank offered cial transaction must underlie each rate) on that day and the day six FRA because of this. months hence when the contract. Mr Haig-Thomas of Tradition metures if rates have gone up in the says: "We believe the legal position

The resulting profit for Bank A

INTERNATIONAL BONDS

Bankers get another U.S. tax move unsettles trading

1984

One U.S. corporation - Sperry

point increase in the discount rate

spective credit ratings.

Orion Poyal Bk., Europ. Bking. Mgn. Grenfell, Ital, Ind Pt. Mgn. C.

BY MAGGIE URRY IN LONDON

Friday night, the Eurodollar bond market spent a "mixed and crazy week," as one trader described it. The tax change, which some expect to cause a shift in husiness

from London to New York, cannot be solely blamed for the one-point ence. This profit makes up for the fall in bond prices over the week. lower yield it will now get on its The New York bond market also deposit.
The deposit itself does not change gave them a push. But it did keep retail investors well out of the market and meant an almost total lack posed for the capital amount, only of fixed-rate Eurodollar bond isfor the difference in interest rates. sues. By last Friday the market was "as dead as my old goot" leaving That may sound complicated, but FRAs are quite simple compared to dealers tittle to do but think up cofinancial futures, for which they are lourful phrases.

ILS. IWILLARS

Stated ‡ I.U. Intl. †(b)‡

SWISS FRANCS

an alternative. They bave some ad-

vantages: there are no margin calls.

not tied to the standard sizes and

delivery dates of financial futures

On the other hand, a bank which

enters into a deal cannot get out if

rates goes against it, it can only en-

ter into a reverse contract. As yet,

the market is small and compara-

tively liquid, though that could change as more banks get involved.

The prices quoted are based on the

cash market rather than the futures

As well as being a hedging de-

vice, FRAs can be used by banks to

obtain effectively longer term mon-

ey in a difficult market. A bank

which cannot obtain six month

ey and tack a three month FRA on

Some banks bave been wary of

is quite clear. Our contracts would

be enforceable in a UK court."

contracts.

market.

to the end.

Worst sufferers were the U.S. corporate issues: bonds of other borrowers beld up better. The worry is

and yields on those are higher.

Meanwhile, no U.S. issuers want to risk a Eurodollar deal - especially as there could be all sorts of leg al problems - until the new rules are settled. There are rumours of many issues being postponed. The solitary fixed-rate issue in

that anyone who wants to buy U.S. companies' debt will soon be able to buy U.S. domestic issues tax-free -

WITH the lifting of withholding tax the dollar sector came from Statoil, almost certain since the previous the Norwegian state oil company. Without its first class name - the Norwegian government backs the bond - even that issue may not have appeared. It was fairly well received though, and by the end of the week, it was trading at a discount inside its total 1% per cent fees.

The floating rate note issue market was a little healthier, with Morgan Guaranty repeating its winning formula of an undated flip flop floater, first done for the Kingdom of Sweden, and now taken up by Belgium. The terms are almost exactly the same, with a conversion option into a four-year note (with a lower yield) and back again at an-

The main difference is that the first conversion date is not until August 1986. So a buyer now, planning to switch on the first date, would hold paper with a six-year life. One of the attractions of the Swedish deal was that it could be regarded as five-year paper - a one-year wait to conversion plus a four-year note - and therefore held by such as central banks, which are limited to that

Av. life

to 44 per cent. Prices were un-BHF Bank bond average changed on the week. A lack of buying interest kept the Previous 99.003

Swiss franc sector from improving. Seasoned bond prices were if anything firmer, and recent issues were the main points of interest. Hydro-Quebec's SwFr 150m deal The \$300m Belgian deal was not the runaway success Sweden's bad started trading on Friday at a % point premium, while the Allied Chemical SwFr 100m bond finished been - that was raised from \$500m to 5750m in hours - but then Belits first full trading week at a twogian paper does not have quite the cachet Swedish paper does. Never-theless, it traded within its total point premium to its 100% issue fees of 0.45 per cent. The Sweden is- Perbaps the first concrete devel-

opment caused by the withholding sue is changing hands rather closer tax move is a change of name for Eurobond traders Ross and Partdid launch a deal, but in the D-Mark sector. The DM 150m issue ners. The firm was bought by the big U.S. house Drexel Burnham went well, as did McDonalds' DM 100m deal the week before. Sperry ambert in 1981 but until now has kept its name. From August it will is paying a little more - 8 per cent he called Drexel Burnham Lambert compared with McDonalds' 7% per Securities so that everyone realises cent - for the same 10-year money, the connection. Mr Stanley Ross, probably a reflection of their rechief executive, said that with "the potentially greater emphasis on Otherwise the D-Mark market business with New York following the removal of withholding tax, the had a quiet week, still depressed by company would benefit from closer the strong dollar, but sbrugging off integration with all the capital ac-Bundesbank's 1/2 percentage

tivities of the parent company."

NEW INTERNATIONAL BOND ISSUES

SWISS FRANCS

Sunx Co. **‡ Nippon Unso **‡ Chichibu Cement

Matsuo Elec, Co. **§

Nippon Coinco **§

CHIH DERS

ed. I Final terms. ** Placement. § Convertible, † Floating rate note: coupun is spread over six-month Libor. (b) Spread over 3-crouth Libor. Note: Yield are calculated on AIBO basis

6.388

Argentine creditors press for IMF deal

BY PETER MONTAGNON IN LONDON

ARGENTINA and its commercial Alfonsin thus now faces a regular bank creditors went right to the string of pressure throughout the brink again last week, leaving it un-next quarter. This is a strong signal til late on Friday night to announce from its creditors that it will not be an agreement whereby Argentina let off the debt book until it reaches will bring interest arrears on its an IMF agreement.

public sector foreign debt current Even last Friday's agreement through April 2.

Under the agreement Argentina bas made 5225m of its own reserves available to meet overdue interest Minister Sr Bernardo Grinspun. payments. The balance of \$125m is fought against right up to the last to be met by an advance from the 11 banks on the Argentine advisory committee which is chaired by Citi-

This advance has a 45-day matutil October 1 if Argentina reaches in Washington talks last week. an agreement with the International Monetary Fund. A previous Friday night said that these talks \$100m advance by these same with the IMF had been cordial and banks has already been extended to October 1. Meanwhile all creditor defining the issues on which the banks are asked to defer till Sep- Argentine authorities need to tember 15 the repayment date of a work. This wording is understood \$750m loan instalment that fell due to have been cleared with Mr

Beginning on July 31 when Argentina has to repay \$300m lent by the governments of Mexico, Brazil, Venezuela and Colombia in March, the government of President Raul

Av. life

121/4

Price

100 100

100

Bk, Julius Baer Eque, Paribas (Suisse)

Amro Bank, Bk, Mees & Hope

BNP, Soc. Gen. de Bque., BBL, Caisse des Depots et Consignations

Bai-Ichi Kangyo Ned.

SG Werburn

makes an explicit linkage to progress in talks with the IMF - some-thing that Argentina's Economy lieve that Argentina now under-stands that it has to negotiate seriously with the IMF, it became clear at the weekend that Sr Grinspun rity but its life can be extended un. had overstaled the progress made

> A statement from Citibank on with the IMF had been cordial and frank and had made progress "in Jacques de Larosiere, IMF managing director, personally. Mr de Larosiere is anxious to avoid creating the impression that any of these issues have yet actually been resolved

> > Offer yield

6.239

6.125 6.125

12,250

8.500

EPBC of Japan ‡	120 190	1994 1994
	* No	nt yet price

100 75 60

1989 1992

European Economic Community

ECU 50,000,000 111/4 per cent. Bonds due 1991

Swiss Bank Corporation International Limited Credit Suisse First Boston Limited Union Bank of Switzerland (Securities) Limited

Amro International Limited Banque Internationale à Luxembourg S.A. Deutsche Bank Aktiengesellschaft Kleinwort, Benson Limited Société Générale

Banque Bruxelles Lambert s.A. Banque Nationale de Paris Istituto Bancario San Paolo di Torino Kredietbank International Group Société Générale de Banque S.A.

June 1984

Bank Julius Baer & Co. AG Banca Commerciale Italiana Algamene Bank Nederland N.V. Banca Uniona di Credito Lugano Banca delle Svizzera Iteliana Banca del Gottardo Banco di Roma per la Svizzera Bank of Helsinki Ltd. Bank J. Vontobel & Co. AG Bank of Tokyo International Limited Bank von Emst & Cia AG Bank Mees & Hope NV Banque Française du Commerce Extérieur Banque du Benelux S.A. Banque de Commarce S.A. Banque Générale du Luxemboug S.A. Banque de Neuflize, Schlumberger, Mallet Banque Paritias Banque de Paris at des Pays-Bas (Suisse) S.A. Banque Populaire Suisse SA Luxembourg Banqua Privée S.A. Bayerische Landasbank Girozantrala Banque Worms Banque de l'Union Européenne Bear Stearns International Limited Bayerische Vareinsbank Aktiengesellscheft Berliner Handals- und Frankfurter Bank Calsse d'Epargne de l'Etat, Banque de l'Etat Luxemtiourg Caisse des Dépôts et Consignations Commerzbank Aktiengesellschaft Clariden Bank Compagnia de Banque at d'Investissements, CBI Copenhagen Handelsbank A/S Crédit Agricole Crédit Commarcial de France Crédit General SA de Banque Crédit Communel de Belgique S.A./Gemeentekrediet van België N.V. Crédit Industriel et Commarcial Credit industriel d'Alsace et de Lorraine Crédit Lyonnais Creditanstalt-Bankverein Dai-Ichi Kangyo International Limited Gredit du Nord Den Danske Bank International SA Dan norska Creditbank (Luxembourg) S.A. Dalwa Europe Limited Deutsche Girozentrala-Deutsche Kommunalbank-DG BANK Deutsche Genossenschaftsbank Enskilda Securitias Skandinaviska Enskilda Limited adner Bank Aktiengesellschaft Fuii International Finance Limited Genossenschaftliche Zentralbank AG Vianna First Chicago Limited Strozentrale und Bank der Österreichischen Sparkassen Aktiengesellschaft Goldman Sachs International Corp. Handelsbank N.W. (Overseas) Ltd. IBJ International Limited Groupements des Banquiers Privés Genevois SA Lazard Frères et Cie Merritt Lynch Capital Markets Kensaliis-Osake-Pankki Morgan Grenfell & Co. Limited Milaubish: Finance International Limited Morgan Guaranty Ltd Nederlandsche Middenstandsbank nv Nederlandse Credietbank nv Morgan Stanley International Nippon European Bank S.A. - LTCB Group Nomura International Limited The Nikko Securities Co., (Europe) Ltd Nordfinanz-Bank Zünch Nuovo Banco Ambrosiano Onon Royal Bank Limited Norddeutsche Landesbank Girozentrala Pierson, Heldring & Pierson N.V. PK Christiania Bank (UK) Limited Overland Trust Banca Rabobank Nederland Salomon Brothers International Limited Priveibenken A/S Société Générale Alsacienne de Banque Luxembourg J. Henry Schroder Bank AG A. Sarasin & Cie Sparebanken Oslo Akershus Sumitomo Trust International Limited Sparakassan SDS Unigaation S.A. Union Bank of Norway Ltd. Svenska Handelsbanken Group Westdeutsche Landesbank Girozentrale S.G. Warburg & Co. Ltd. Verband Schweizerischer Kantonalbanken Yamaichi International (Europe) Limited Wood Gundy Limited

NEW ISSUE

These Notes having been sold, this announcement appears as a matter of record only.

JUNE 1984

U.S. \$100,000,000

Toyo Trust Asia Limited (Incorporated with limited liability in Hong Kong)

Guaranteed Floating Rate Notes Due 1999



Guaranteed as to payment of principal and interest by

The Toyo Trust and Banking Company, Limited (Incorporated with limited liability in Japan)

Credit Suisse First Boston Limited

Toyo Trust International Limited

Nomura International Limited

Salomon Brothers International Limited

BankAmerica Capital Markets Group

Bankers Trust International Limited

Banque Nationale de Paris

Citicorp Capital Markets Group

County Bank Limited

Deutsche Bank Aktiengesellschaft

Skandinaviska Enskilda Limited

Enskilda Securities

Lloyds Bank International Limited

Manufacturers Hanover Limited

Merrill Lynch Capital Markets

Samuel Montagu & Co. Limited

Morgan Guaranty Ltd

Orion Royal Bank Limited Morgan Stanley International

Sanwa Bank (Underwriters) Limited

Swiss Bank Corporation International Limited

The Taiyo Kobe Bank (Luxembourg) S.A.

S. G. Warburg & Co. Ltd.

NEW ISSUE

This announcement appears as a matter of record only.

Wall Street resigns itself to renewed yield weakness

WALL STREET now seems resigned to the prospects of higher bond yields in the days ahead.

In the when-issued market,

The first steps could well come this week, when the two
Treasury auctions straddle
awkwardly across Thursday's
July 4 boliday. There is precious little retail demand for
the seventy an intersective manding a 13.86 per cent yield, and the 20-year bonds 13.76 per
cent. The day of the 14 per
cent long bond yield seems close
at band. the seven and 20-year maturities at their current yields. Pressures will return which indicates that the Treasury will have to offer a higher return in order to sell the \$5.Sbn of seveo-year and S4bn of 20-year securities.

Last week's hike in bank prime rates, largely discounted

U.S. INTEREST RATES (%) Fad funds while avgs 11.27 11.49 11.70 11.65 11.70 13.54 15.54 15.55 15.54 15.54 15.55 15.54 15.

in the market, was accompanied by some slight slackening in ebort-term rates—notably in the Federal Funds. But renewed upward pressure on rates and on money supply are expected to assert themselves, perhaps before the meeting of the Federal Reserve Open Market Committee, now put back until

In the Background, nervous-ness over the possibility of a rise in the Federal Reserve's discount rate persists—especi-ally since last week's increases in aimilar rates in Europe. In the meantime, the market's major bullish factor, the reneal of the 30 per cent witholding tax on foreign investment. has yet to make any significant im-pect in New York.

No change of heart

The relative success of last cloud markets, aimed to benefit week's auction of \$6bn in four-year Treasury notes was no in-lation before Congress, "Just dication of a change of heart.
There was a good response at the tip of the iceberg," commented one municipal expert.

All things considered, the next few weeks could prove very at the last auction of similar eventful. securities. And there is little chance of a eimilar demand for

the seven-year notes were com-

In the when-issued market.

The outcome of last week's auction may also indicate the market's view of the outlook for rates. Under a market rule of thumb the yield on two-year notes on the day of the fouryear note auction, discounted a federal funds rate of 11% per

The funds rate eased last week, but the fall largely reflected the lifting of the end-of-quarter pressures. But on past experience, these pressures will just as quickly return early this month.

Similarly, last week's fall of \$3.1bn in M-1 money supply to just inside the target range of the Federal Reserve, is likely to be a temporary phenomenon, with M-1 rising again this week since economic data continues to validate the "flasb" prediction of S.7 per cent growth in GNP for the second quarter of 1984. Disclosure of a 26 per cent jump in construction con-tracts in May, strong car sales, and only a very slight dip in the Commerce Department's indicators, must all be conspir-ing to keep Mr Paul Volcker

The latest accord on Argentina's debt payments will clearly provide the Federal Reserve with a little more leeway to tighten credit—perhaps to target Fed funds at 111 per cent as the market

A further and substantial pressure on the credit markets came from last week's \$2.2bn rush of new loans in the munimunicipal expert.

onsidered, the next
could prove very

Terry Byland

weisman was elected charman
of the executive committee in
April and continues in that post.
Mr John A. Murphy has
become president and chief
operating officer of Philip Morris
inc, with all the operating com-

AEG holds turnover and expects to stay in profit

AEG-TELEFUNKEN, the West German electricals concern, is German electricals concern, is beading for its second profitable year in a row with turnover likely to be at about the 1883 level of DM 11.5bn (\$4.1bn) according to Herr Heinz Durr, the chief executive.

But Herr Durr also warned sharebolders that they should expect no early resumption of dividend payments, as it was essential to plough back earnings and strengthen the com-

year order intake at DM 4.5bn and turnover at DM 4.2bn had -as expected - been at about May, 1983. The company was continuing its baltle to cut costs

Herr Durr again made clear the company would meet the continuing its baltle to cut costs

terms of its debt settlement on the company would meet the continuing its baltle to cut costs. and the total number of employees 91 end May was down to 74,400 — 2,200 fewer than at the end of last year.

In the first five months of this lng loss of DM 932m in 1982, fear order intake at DM 4.5bn It also cut its financial and turnover at DM 4.2bn had liabilities by DM 700m to

Herr Durr again made clear September 18, as scheduled. That means it will repay about DM 350m to companies and that the DM 1.04bn it owes AEG-Telefunken praduced a banks will be turned into 9 worldwide group net profit of medium-term credit line.

Swedish business satellite plan

BY DAVID BROWN IN STOCKHOLM

EUROPEAN Business Satellite conferencing, radio and cable (EBS), is to market satellite communications services to businesa users in Europe in direct competition with ocntinental public telecommunications

EBS, which is backed by four swedish venture capital groups, has made operating applications, is forming subsidiaries, and will try to market eervices initially in Sweden, Norway, and the UK.

to make the \$200m investment to make the \$200m investme

and the UK.

SKr 1.3bn (\$188m) satelline

Channels are to be leased or system. A first experimental
sold among other things for craft is booked for launch in
corporate datta networks, vdeo late 1986.

TV transmission, said Mr Leif Lundquist, the managing direc-The group has yet to receive licences or sell space required to make the \$200m investmen!

earnings growth

An operational system should be on line by 1988 under tha jont control of the national telecommunications administratons. The competitive EBS system is dependent on channe alocation.

 KemaNobel, the leading Swedish chemicals group, re-ports a 26 per cetnt rse in pretax profits after net financial items to SKr 220m for the first four months of 1984.

Sales rose 19 per cent to

SKr 1.95bn. New acquisitions
accounted for 8 per cent of the
sales rise and 8 per cent of the

HK hotels chain lines up big bank credit

By David Dodwell In Hong Kong

REGAL HOTELS, the deeply indebted hotels and property group acquired in March by Mr Bill Wyltie's Asia Securities, has taken up a HK\$760m credit line from the Hongkong and Shangbai Banking Corporation.

Mr Wyllie, who has acquired a reputation as a "company doc-tor" in Hong Kong after return-ing Hutchison Whampoa, the Hong Kong trading company, and BSR, the UK electronics group, to profits, said after the Regal Hotels' annual meeling yesterday that the term loan was being used to renumbace was being used to repurchase the Regal Meridian Hotel and to reduce debt.

In March this year, the pre-vious owners of Regal had cold the Regal Meridian, the group's main asset, in a controversial move to alleviate cash flow prob-lems. Mr Wyllie's first move on acquiring the group was to re-purchase the hotel. He has since reported that the group's total losses in 1993 amounted to HK\$1.85bn. Debts are currently estimated at about HK\$800m. Mr Wyllie yesterday replaced auditors Kwan Wong Ten and Foog with Ernst and Whinney as the company's accountants He said that 10 per cent of the group's surplus properties bad been sold

Japanese loan group runs out of cash

BY ROBERT COTTRELL IN TOKYO

ATAGAI CREDIT, a large lapanese personal-loan company, sought court protection from its creditors over the weekend after praving unable to bay a Y1.9bn (\$80m) due bill. Yatagai's total debts are estinated at Y27bn.

The court provisionally agreed to protect Valaganale and an extensional or the court provisionally agreed to protect Valaganale and the court provisional or the court provisional o ATAGAI CREDIT, a large

igation It succeeded in re-

The court is now expected to apoint a "rchabilitation com-mittee" which will decids whether Yatagar's proposed financial reconstruction is feasible For the plan to be implemented it will require the approval both of the court appointed commit-tee, and of at least three-quarters of its creditors. nated at Y27bn.

The court provisionally agreed to protect Yalagaua's assets from claims by individual creditors on the basis of a proposal from Yatagai that it would pepay its debts over a six-year varied starting 1985.

Yatagai's financial difficulties come known last month when special credit institution workers. Some carakin are notorious for carakin ecame known last month when carakin are notorious for aggres-failed to meet a Y400m ob-sation. It succeeded in re- and usurious interest charges. cheduling payments falling due to some credilors ever the last three weeks, but decided on Salurday to seek court protection as an alternative to possible liquidation.

Among the major sources of Sarriin funds are Tokyo's foreign banks, which are estimated to have some Y250bn currently outstanding in loans to sarakin companies.

Liechtenstein bank in Germany BY OUR FRANKFURT STAFF

BANK in Liechtenstein (Vaduz)
is setting up a subsidiary in
Frankfurt—its first move into
West Germany—as part of a

Liechtenstein (Frankfurt) is setting up a subsidiary in Frankfurt—its first move into West Germany—as part of a continuing strategy to expand

internationally-operating insti-tutional customers. It also plane to carry out ebsre and currency

will include Herr Ulrich Fehring (formerly with Warburg-Brinckmann, Wirtz), The new bank, with an initial Warburg-Brinckmann, Wirtz), capital of DM 10m (\$3.0m) Alois Konstantin Erbprinz zu aims above all at business with internationally-operating institors of Schröder, Münchmeyer,

New chief at Philip **Morris**

PHILIP MORRIS INC has elected Mr Hamish Maxwell to succeed Mr Hamish Maxwell to succeed
Mr George Weissman as chairman and chief executive officer.
Mr Maxwell has been president
and chief operating officer of
Philip Morris Inc since
December 1, 1983. Prior to that
be was president of Philip Morris
Letterstieved and hee been International and has been s director of Philip Morris Inc since 1974. Mr Weissman will become chairman of the execu-tive committee on August 1. upon reaching the age of 65. Mr Weissman was elected chairman

BALANCE SHEET

panies and the tobacco technology group reporting to bim. Mr Murpby, a director of the corporation since 1971, is group executive vice president with the Miller Brewing Company, the Seven-Up and the Mission Viejo Realey Group reporting to him. Mr Hugh Cullmann has been appointed vice chairman of Philip Morris Inc. and chairman of the finance committee. Mr Cullman, a director of the corporation since 1964, is group executive vice-president and chairman and chief executive officer of Philip Morris U.S.A.

© Dr Rolf-Ernst Brener has been elected chairman of EURO-CLEAR CLEARANCE SYSTEM. Formerly vice chairman, Dr Breuer is a senior vice presi-dent of Deutsche Bank and head of the investment and trading department at the bank's central



Euro-clear System and Mr David Band have been and Mr David Bank bave been appointed directors of Euroclear. Mr Sorg, executive vice president of Credit Suisse, Zurich, replaces Mr Heinz Gisigner; Mr Colonna, adviser to the general manager of Société Générale, Paris, replaces

INTERNATIONAL APPOINTMENTS

Mr Gernard Lorain; Mr Band, senior vice president and group executive at Morgan Guaranty Trust Company of New York, succeeds Mr Frank E. Reed. Mr Mare Bayot of Société Générale de Banque, Brussels, Mr Stefano Colombon. Colonna of Société Générale Paris and Mr Hansgeorg E. Hof-mann of Merrill Lynch Inter-national and Co. London, have been appointed members of the executive committee of Euro-clear Clearance System.

• Mr R. Anthony Riker bas become a member of the New York-based law firm KROLL, POMERANTZ & CAMERON, Mr Riker was formerly assistant general counsel and vice-oresi-dent to Montgomery Ward Insurance Company and the Forum Insurance Company.

The ROYAL BANK has appointed Mr Jeffrey L. Hamilton, previously an advances manager with The Royal Bank's sister bank, Williams & Glyu'e, as deputy manager of its New York branch and senior repre-

representative office. Mr Martia
W. Taylor, previously an assistant manager, business development with Williams & Glyn's, bas been appointed representations. Bank where he was executive vice president and executive vice president, heading the bank's national division. Mr Ryland returns to American Security and executive vice president, heading the bank's national division. Mr Ryland returns to American Security after the president president, heading the bank's national division. Mr Ryland returns to American Security after several years at Riggs. bas been appointed representa-tive at The Royal Bank's Los Angeles representative office. • Mr Peter M. McRobbie has been appointed accounts executive and vice presdent of NATIONAL WESTMINSTER BANK's New York marketing office. He was manager, export finance section, international banking division, in London.

Mr Rowan O'Neill bas been sppointed general manager of ROULEMENTS RHP FRANCE SA, a subsidiary of RHP Group. He was regional sales manager/Europe for the Industrial bearings division of RHP Bearngs.

AMERICAN SECURITY
CORP, parent of American
Security Bank, has appointed
Mr William H. Ryland as executive vice president and chairman of credit policy, and Mr J. Robert Ritenour as senior vice cbairman of the credit commit-tee. Mr Ritenour has been with American Security for 34 years. He was senior vice president in charge of the correspondent banks and government services department within the national

 DAIWABO COMPANY, a Japanese textile manufacturer, announces that the president, Mr Katsumi Moriyama, will become chairman and Mr Satera Arinobe, managing director, president at a board meeting to be held July 19.

● Mr Stephen B. Stranss has joined PRUDENTIAL BACHE TRADE CORP in London as senior vice president-Europe. He was vice president treasurer of Sears World Trade Inc in Washington DC.

EUROBOND TURNOVER (nominal value in \$m)

Previous week 1,026.3 13,054.9

Last week ... 1,261.6 Previous week 1,170.7

U.S. \$ bonds Last week ...

Other bonds

Electricity Supply Commission, South Africa

Highlights from the Chairman's Review and Financial Statements for the year ended 31 December 1983

In campany with many at South Africa's other public and private sector businesses, Escom's management was most notably challenged in 1983 by the serious drought and by an economy that has been characterised as being in one at the most difficult phases since the Great Depression. The drought itself added same R100 million to Escam's costs for the year. The year ahead pramises to be onother difficult one for the country as a whole,

and, almost certainty, an even more difficult one for Escom.

Although Escom registered its lowest growth rate in electricity soles for 36 years — at 2,2% for the year, the increase in sales volume was fractionally below the 2,4% achieved in 1982 — Escom continued to outperform the real growth in GDP by a substantial margin. Escom continues to encourage local monufacture at power

supply and other equipment. This encouragement has been effective and today a wide range of components for the electricity supply industry is being mode in South Africo. From Escam's point of view, however, the South African financial morket has not kept pace with this development as it is not generally able to provide the valume at finance Escom requires to make full use of drawdown periods, fixed interest rates, long-term repoyment periods, and a total effective cast which is not prohibitively high. A financial pockage such as this is difficult to obtain an the local

Imported capital goods, on the other hand, were made more expensive than expected by the weakness of the rand against the dallar throughout the year and, towards the end at the year, by the weakening of the rand against major European currencles. In addition, wide differentials in interest rates between the United States and European countries led to extraordinarily high forward cover premiums to cover the exchange risk on the currencies of major European countries. This has meant that loans and credits from European countries have become expensive in terms of their total effective cost.

Escom's demand for external borrowing during 1984 will be lorge. It is encouraging to note the continued improvement in the standing at South African borrowers on foreign markets. Recent successes on the Euroband copital market by South African

successes on the Europoind copinal marker by South Amoon borrowers have confirmed their improved rating, which has resulted in better rates and mare favourable loan conditions. While the very low growth in electricity demand experienced in 1982 and 1983 will not necessarily continue in the future, Escom revised its load forecast downwords by obout 0,5% to a growth rate of about 7% a year from 1983 to 1995. This revised load farecast indicates a reduction in the required generation capacity at some 5 000 MW by 1995 compared to previous forecasts thus reducing Escom's capital requirements by obout forecasts, thus reducing Escom's capital requirements by about R3 800 million in current values over this period.

Jon H Smith CHAIRMAN May 1984

<u>HIGHLIGHTS OF THE YEA</u>	ж.		
tor the year ended 31 December 1983	1983	1962	Change %
Revenue R(million)	3 302	2 695	22,5
Charges against revenua R(million)	3 405	2753	23.7
Net expenditure on fixed assets R(million)	2757	2741	0.6
Accumulated defical R(million)	257	154	66,8
Average cost per kWh sold (cents)	3.47	2.86	21,3
Average price per kWh sold (cents)	3,36	2,80	19.9
Electricity sold by Escom (GWh)	98 251	99136	2,2
Total electricity sent out by Escom (GWn) Maximum Demand on Integrated Escom	108 321	104 920	3,2
system (MW)	15 639	15 532	0.7
Instelled capacity (MW)	22 949	21 749	5,5
Assigned sent-out rolling (MW)	21 673	20 523	5,6

of 31 December 1983		ROOG
	1963	1982
Fixed casets	15 590 919	12 858 462
Stores, moterials and fuel	671 612	447 615
Other non-current assets	2 352 072	1082212
Сधारक्षत वनअनेष	359 733	310 033
	t6 974 536	14 698 322
Financed by:		
Logns and extended cradit	11 340 230	8944 235
Local registered stock, bond issues and direct		
placings	14 676 593	10 825 205
Less Escom stock held internally	5 832 680	3794 647
	0 843 913	8830 558
Import financing facilities and extended credit	1686 254	1547 234
Revolving credits and short-term advances	e10 063	588 443
Current Nobilthes	866 016	640 121
Total net debit	12 206 248	9 584 356
Statutory funds	5 471 030	4 292 921
Other reserves	1297260	821 045
CHIRCH LEGISLACIA		
	18 974 536	14 595 322
INCOME STATEMENT		
for the year ended 31 December 1983	1983	1982
	R000	R000
Sales of electricity	3 301 904	2 595 422
Operating expenditure	1691317	1400 636
Net operating Income	1670 587	1 294 786
Less: Loan charges	1213 580	e76 706
Contribution to Reserve Fund	50 000	26 000
	347 007	392 080
Amount set aside to Capital Development Fund in		
terms of Section 13 of the Electricity Act, 1958	450 000	450 000
Net deficit for the year os shown in the Electricity		
Supply Account	102 993	57 920
Accumulated deficit of beginning of year	153 689	95 739
Accumulated deficit at end of year	256 652	153 859
STATEMENT OF SOURCE AND	APPLIC/	ATION
OF FUNDS		
for the year ended 31 December 1983	1983 R000	1982 R000
for the year ended 31 December 1983 Source of Funds	R000	R000
for the year ended 31 December 1963 Source of Funds Funds generated Internally	R000 1 275 078	R000 1 046 573
for the year ended 31 December 1983 Source of Funds	R000	R000
for the year ended 31 December 1963 Source of Funds Funds generated internally Net proceeds of external fundace Refund on expenditure to secure future fuel supplies	R000 1 275 078	R000 1 046 573
for the year ended 31 December 1963 Source of Funds Funds generated internally Net proceeds of external finance Refund on expenditure to secure future fuel supplies Increase in net current kobilities	1 275 078 2 238 959 - 165 812	1 046 573 1 969 179 2 722 48 419
for the year ended 31 December 1963 Source of Funds Funds generated internally Net proceeds of external fundace Refund on expenditure to secure future fuel supplies	1 275 078 2 238 959 765 812 12 066	1 046 573 1 969 179 2 722 48 419 7 543
for the year ended 31 December 1983 Source of Funds Funds generated internally Net proceeds of external fundace Refund on expenditure to secure future fuel supplies Increase in net current liabilities Other	1 275 078 2 238 959 - 165 812	1 046 573 1 969 179 2 722 48 419
for the year ended 31 December 1963 Source of Funds Funds generated Internally Met proceeds of external fundace Refund on expenditure to secure future fuel supplies Increase in net current liabilities Other Application of Funds	1 275 078 2 238 959 2 238 959 165 812 12 066 3 687 915	1 046 573 1 969 179 2 722 48 419 7 543 3 074 438
for the year ended 31 December 1963 Source of Funds Funds generated internally Net proceeds of external fundace Refund on expenditure to secure future fuel supplies Increase in net current liabilities Other Application of Funds Fixed assets, net	1 275 078 2 238 959 2 238 959 165 812 12 066 3 691 915 2 757 108	1 046 573 1 969 179 2 772 48 419 7 543 3 074 438
for the year ended 31 December 1983 Source of Funds Funds generated internally Net proceeds of external finance Refund on expenditure to secure future fuel supplies Increase in net current kirchilities Other Application of Funds Fixed assets, net Increase in stores and materials	1 275 078 2 238 959 2 238 959 165 812 12 066 3 691 915 2 757 108 224 197	1 048 573 1 969 179 2 722 48 49 7 543 3 074 436 2 741 167 141 536
for the year ended 31 December 1963 Source of Funds Funds penerated Internally Met proceeds of external finance Refund on expenditure to secure future fuel supplies Increase in net current kabilities Other Application of Funds Fixed assets, net Increase in stores and materials Expenditure to secure future fuel supplies	1275 078 2238 959 165 812 12 066 3 691 915 2757 108 224 197 535 889	1 048 573 1 989 179 2 7722 45 419 7 543 3 074 436 2 741 167 141 536 9 1 103
for the year ended 31 December 1983 Source of Funds Funds generated internally Net proceeds of external finance Refund on expenditure to secure future fuel supplies Increase in net current kirchilities Other Application of Funds Fixed assets, net Increase in stores and materials	1 275 078 2 238 959 2 238 959 165 812 12 066 3 691 915 2 757 108 224 197	1 048 573 1 969 179 2 722 48 419 7 543 3 074 438 2 741 167 141 536 91 103 40 668
for the year ended 31 December 1983 Source of Funds Funds generated internally Net proceeds of external fundace Refund on expenditure to secure future fuel supplies increase in net current liabilities Other Application of Funds Fixed assets, net increase in stones and materials Expenditure to secure future fuel supplies increase in housing loans to employees	1275 078 2 238 959 2 238 959 165 812 12 066 3 691 915 2 757 108 224 197 535 889 41 398	1 048 573 1 989 179 2 7722 45 419 7 543 3 074 436 2 741 167 141 536 9 1 103
for the year ended 31 December 1983 Source of Funds Funds generated internally Net proceeds of external finance Refund on expenditure to secure future fuel supplies Increase in net current kiabilities Other Application of Funds Fixed assets, net Increase in stores and materials Expenditure to secure future fuel supplies Increase in housing loans to employees Deferred expenditure	1275 078 2238 959 165 812 12 066 3 691 915 2757 108 224 197 535 889 41 398 81 048	1 048 573 1 969 179 2 722 48 419 7 543 3 074 438 2 741 167 141 536 91 103 40 668 23 425

Copies of Escom's full onnual report and financial statements are obtainable on request from the Public Relations Officer, Escom, P.O. Box 1091, 2000 Johannesburg,



FT INTERNATIONAL BOND SERVICE

	FT INTE	RNATIONAL BOND SERVI
	U.S. COLLAR Change on STRAIGHTS Issued Bid Offer day week Yield Alask Housing 11% 94 100 88% 98% 0 -1% 13.38	Sweder Kingdom 5½ 94 125 199½ 99½ +0½ -0½ 170 Teuemkraftwerke 5½ 94 100 197½ 97½ -0¼ -0½ 170 Reilwey 4 92 WW 100 197½ 98 0 0 0 0 1
	American Savings 12 88 125 97½ 98 -0½ -0½ 12.62 American Sav. 12½ 89 100 97½ 98½ 0 -0½ 12.84 Australian t, 0v. 11 89 75 91½ 91½ 0 -0½ 13.56	Tobu Raliway 4 92 XW 100 186 88% +0°2 0 0 Transcanade Pipe 5°2 92 100 198 98% 0 -0°2 1 Average price changes On day +0°2 on week +0°
•	Baneficial O/S F. 12 91 100 98\ B5\ +0\ -1\ 14.90 Chicorp O/S 11\ 99 100 191\ 52\ 0 +0\ 12.8/ CNCA 13\ 81	YEN STRAIGHTS Issued aid Offer day week YE Asien Oev. 8k. 7k 94 15 97k 88k + 6k + 6k + 6k 1
	Consider Int. 121, 98 125 941, 951, -01, -01, 14 02 Crediterstalt 131, 91 100 973, 581, -01, -01, 13,57 ONC 111, 91 WW 50 891, 89 0 -01, 14 46 ONC 111, 91 XW 50 871, 99 0 -01, 14 73 Denmark Kgdm. 12 91 100 891, 891, +01, 0 14 48	Eurofime 7°, 94
	Denmark Kodm. 12's 93 100 89's 95's +0's +0's 14.19 Denmark Kodm. 13 91 100 84's 95's +0's +0's 14.19	Average price changes On day +01 on week 0 Change on
	Outch Mines 11% 81 150 88% 88 -0% -0% 14.03	OTHER STRAIGHTS Immed 2Id Offer day week Yr 27. Col. Print, 12 B3 C3 125 88½ 90% 0 -0% 13 87. Col. Tel. 12% 99 C3 70 93½ 33% 0 0 1 Cenado. Oc. 12% 99 C3 60 133% 93½ -0% -0% 13
	E18 12' ₂ 90	CNE 13 93 C\$
	Gen. El. Cr. 11 \$1 WW 200 92\ 827\ -0\ -0\ 12.67 Gull & Western 12\ 88 100 91\ 52 -0\ -1\ 14.63 Ili 12 89 100 47\ 97\ 0 +0\ 13.88	Austrie Rap 10% 93 ECU 100 94% 95% +0% 0 11 GTE Fin. 10% 92 ECU 50 96% 97% 0 +0% 1 Aegon 8% 89 Fi
	Int. Ppr. O/S Fin. 12 el 75 95°, 95°, 0 -0°, 12.99 ITT Finan. 11°, 89 WW 125 94°, 94°, 0 -1 12.99 Jegan Air Lines 12°, 94 70 84°, 94°, 0 +0°, 13.03	Beatrice Foods 8*, 89 FI 100 99 991, 0 -01, 2 0 0 0 0 97 981, 0 -01, 2 0 0 0 0 97 981, 0 +01, 8 0 0 0 98 981, 0 +01, 8 0 0 0 98 981, 0 +01, 4 0 0 98 981, 0 +01, 4 0 0 98 981, 0 +01, 4 0 0 98 981, 0 +01, 4 0 0 98 981, 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
-	LTCS 11% 89	World Sank 84, 89 Fl 150 884, 894 -04, 0 8 OKB 14 89 FFr 400 1007, 1017, 0 +04, 12 Sovay at C. 144, 98 FFr 200 1014, 1024, 0 0 12 Air Canada 114, 94 E 40 924, 93 +04, -04, 12
	Mrgn. Gueranty 12's 89 150 93 93's -0's -1 14.24 Ned. Greunts 11's 91 75 89 89's -0's 0 13.77 Newfindind. Prov. 13 81 75 101's 101's 0 +0's 12.56 Nippon Credit 11's 90 100 80 80's 0 -0's 14.25	Commerciank 11½ 90 £ 25 99 99½ 00 -0½ 12 CNCL Europe 11½ 92 £ 50 93½ 94½ 0 -0½ 12 Oenmerk 10½ 89 £ 75 93% 94 0 0 12
	Nippon Tele. 113, 90 100 Nova Scotia Pr. 113, 91 100 Ostavio Hydro 113, 94 200 Prudential 104, 93 XW 150 Prudential 104, 93 XW 150 Quebec Hydro 113, 92 100 183, 904, 0 - 04, 14.07 Physical Prudential 104, 93 XW 150 Quebec Hydro 113, 92 100 1834, 904, 0 - 04, 13.52	Lossupply 10-2 as F 40 83-8 83-9 0 +6-11
i	Quebec Hydro 11 ¹ , 92 190 128 ³ , 90 ³ , 0 -0 ³ , 13.52 Quebec Prov 12 ⁵ , 94 150 42 92 ³ , -0 ⁵ , -7 19.71 Rockeleffer Gp. 13 ⁵ , 89 100 100 ¹ , 100 ⁵ , +0 ⁵ , -0 ⁵ , 13.14 Royst Bk. Cen. 11 ¹ , 89 100 90 ⁵ , 90 ⁵ , -0 ⁵ , -0 ⁵ , 14.44	III 10% 93 £
	Rural & Ind. 26t, 12 51 50 514 552 +04 0 13.255 Sapra O/S Fin. 114 51 150 404 61 61 6 −04 13.81 S. Pac. O/S Fin. 114 89 75 1884 89 0 −012 15.12	encf 11½ 94 £ 80 92½ 93½ 10½ 10½ 10½ 10 World Sank 10½ 89 £ 100 93½ 94½ 0 −0½ 12 Electrolux 10 89 Luxfr 500 98½ 93½ 0 +0½ 10
	2 Pec. 0/5 Fin. 12 92 100 894 904 0 -07 14.18 SEK 114 89	CNCL Eur. 10% 93 LuxFr 600 100% 101% 0 +0% 10 FLOATING RATE NOTES Spread 31d Offer C.dte C.cpn C.
	Swaden Kngdm. 12's 89 200 94's 95 0 -0's 13 91 Taxee Insts. Int. 11's 91 150 90's 90's +0's -1 14.08 Tokal Asia 12's 91 100 91's 91's 17's 0 -1's 14 24	Arab Serking 5% 96 0% 198% 98% 15/9 10.81 10 28L 101 5 99
	World Bank 11% 99 200 92 92% N - 0% 13.71 Yaauria T. 5, F. 12% 99 100 93% 93% - 0% - 0% 14.26 Average price changes On day 0 on week - 0%	Banque Indosuez Fx, 89 04, 994, 994, 21,9 11.06 11 Barciays 0/8 in. 5 2004 04, 984, 984, 2/9 10.56 10 BFG Fm. 5%, 96
	STRAIGHTS Issued Bid Offer day week Yield Alliad Chemical 71, 94 125 994 100 -04, +04, 7.55 Ames tref. 55, 91 100 1004, 1007, +03, +03, B.14	Oreadnar Fin. 54, 89 0 994, 992, 23/8 114, 11
	ANAS 81, 91	Ferrovis Statio. 5½ 89
İ	ESCOM 8 92 150 984 994 +04 0 6.21	Oeter, Land, 5%, 98 50%, 97%, 98%, 11/10 11.18 11. Queeneland Coal 5%, 96 6%, 99%, 100%, 6/11 11%, 11.
	Ferrovie Oelio St. 8 91 100 P9½ 101½ +0½ +0½ 9,04 P1½ 101½ +0½ 97 97% 0 0 7.89 Oould Int. Fin. 75 91 100 98½ 99 +0½ +0½ 7.19 Int. atandard Fie. 7½ 80 100 100½ 101½ +0½ +0½ 7.11 Fieland 8½ 82	Sweden Kgdm. 5- 2024 04 1973, 984, 22/9 11 18 11.
	Magai Fin. 8% 94 150 89% 100% - 11% + 01% 8.24 Mitabahi, M. 3% 89 WW 360 98% 99% - 11% + 01% 8.24 Marahahi, M. 3% 89 XW 300 86% 87% 0 + 01% 8.78	Tokei 54 93
١	OKS 72 88	April 20 Apr
	World Fank 74, 85 100 994, 1974, 0 +04, 7 67 World Fank 8 91 200 944, 1974, 0 +04, 7 67 World Fank 8 94 200 944, 954, +04, +04, 8.18 Average price changes On day 0 on week2+04,	Fujitsu 8 98
	SWISS FRANC STRAIGHTS lesued âid Offer day week Yield Australia Comm. 5, 95 (0 1981, 99 +01, +01, 5.25	Minesce Co. 57- 98 5/83 567 1021, 1041, -01, 2 Mitsubshi Elac. 54, 98 6/83 396 97 98 -11, 2 Mitsubshi Heavy 43, 89 1/64 253 881, 391, -11, -0.
I	Canada 54 92	Nippon Oil Co. 3's 59 3/34 1052 1133 1043 1134 113 26. Nippon Oil Co. 5's 58 4/83 984 1004 1014 -1 2. Nippon Oil Co. 5's 58 4/83 984 1004 1014 -1 2.

© The Financial Times Ltd., 1984. Reprod or in part in any form not permitted consent. Oats supplied by OATASTREAM

 No information available previous day's price. † Only one market maker supplied a price. STRAIGHT BONDS: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in blittons. Change on week=Change over price a week earlier. FLOATING RATE NOTES:
Denominated in dollars unless
otherwise indicated Coupon
abown is minimum. C.dle=Date
next coupon becomes effective.
Stread=Margin above air month Spread=Margin above air-month offered rate (‡ three-month; \$ above mean rate) for U.S. dollars. C.cpn=The current coupon. C.yld=The current coupon. Yield. Closing prices on June 29

CONVERTIBLE BONDS: Denominated in dollars unless
otherwise indicated. Chg. day =
Change on day. Cnv. date=First
date for conversion into shares.
Cnv. price=Nominal amount of
bond per share expressed in
currency of share at conversion
rate fixed at issue. Prem=Fercentage premium of the current
effective price of acquiring
shares vis the bond over the
most recent price of the shares. shares vis the bond over the most recent price of the shares.

The list shows the 200 latest international bonds for which an adequate secondary market exists. The prices over the past week were supplied by: Krediet bank NV; Credit Commarcial de France; Credit Lyonnais; Commerzbank AG; Deutscha Bank AG; Westdeutsche Landesbank Girozentrais: Banque Generale Internationale Luxembourg; Kradletbank Girozentrais: Banque Generale Internationale Luxembourg; Kradletbank Girozentrais: Banque Generale Internationale Luxembourg; Kradletbank Girozentrais: Bank Girozentrais Credit Suisse/Swiss Credit Bank; Union Bank of Switzerland; Akroyd and Smithers; Bank of Tokyo International; Blyth, Eastman, Pain, Webber International; Chase Manfiattan; Citicorp International de France (securities) London; Deiwa Europa NV; EBC; First Chicago; Goldman Sachs International; Corporation; Hambros Bank; IBJ International; Kidder Peabody Morgan Stanley International; Nomura Internotional; Orion Royal Bank; Robert Fleming aod Co.; Samuel Montoru and Co.; Samuel Montoru and Co.; Scandinavian Bank; Societe General Strauss Turnbull; Sumitoms Finance International; Wood Gundy, Closing prices on June 29 most recent price of the shares.

FINANCIAL TIMES SURVEY

Monday July 2 1984

Signs of returning confidence at last

THE AIR of crisis which pervaded the Irish Republic's politics and economy between 1980-83 has largely abated but it is too soon to say that confidence has been fully restored. Business, in particular, is not so optimistic about the long-term prospects for the country as it was in the 1970s.

Things do look more certain on the political side. Mr Charles Haughey, the Opposition leader—a man who does not like to give up—conceded recently that the present Coalition of Dr Garret Fitzgerald's Fine Gael Party and Mr Dick Spring's Labour Party would probably last a full term. For this, Mr Haughey blames Labour, also ming impresents that he waves believed Labour would claiming innocently that he never believed Labour would sell out so completely to Fine Gael conservatism.

Ву

Brendan Keenan

IN DUBLIN

But Ministers are uneasily aware of the fragility of world

recovery, Finance Minister Alan Dukes had a budget day warn-

t, a delayed entrance. Hopes

Others, in Fine Gael and elsewhere, are inclined to wish Labour had sold out a bit more. Labour had sold out a bit more.
Mr Spring and his minority colleagues have sharply influenced
Government policies, particularly on the economy where they
have beld out against the
severe cuts in public spending
advocated by many Fine Gael
ministers and most economists.
Most of the improvements in
the economic farmers have been the economic figures have been achieved by sharp tax increases. Where the Government axe has fallen, it has tended to lop off capital programmes, rather

than current expenditure.

In fairness, it must be said that to cut Government programmes, and lay off workers in the face of 17 per cent unemin the face of 17 per cent unemployment and severely reduced living standards, would require political courage verging on the suicidal.

of having oil in production during the life of the Government have dimmed with the failure of Gulf's appraisal well off the political courage verging on the suicidal.

A fairer test of the Government's will come soon, with its attempts to secure a public sector wage freeze. Success—slow, complicated and expensive

Ireland question, and the pubireland question, and the public disagreement between Dr FitzGerald and Mr Haughey may even have accentuated it. Public reaction, however, did suggest a willingness to try new apporaches and Dr FitzGerald is determined to get political dialogue going with a more open agenda than has been possible in the past.

The new attitudes may also have been reflected in the tougher line by the Irish courts m the extradition of terrorist suspects to Northern Ireland, something which would not have been politically possible

ten years ago. These new approaches, while welcome in Belfast and London, welcome in Belfast and London, pose dangers which are less easily appreciated. The killing of two members of the Irish security forces in a gumbattle with IRA men last Christmas makes the point that a terrorist "on the run" can be more dangerous, North or South, than one who can find sanctuary.

Complex

The other danger is that opinion in the Republic is diverging from that of Catholics in Northern Ireland, who appear to be becoming more alienated and extreme. Such a decelerment could make the ing that policies would have to be reviewed again if the present cantious approach proved indevelopment could make the Irish problem even more

Irish problem even more hideously complex.

Anglo-Irish relations remain a puzzle. Officially, they are much improved, but the two governments remain edept at stepping on any banana skin which might fall in their paths. Irish clumsiness over the Falkland dispute, was mirrored this year by the decisions of both the Duke of Edinburgh and Mrs

Thatcher to visit the one Army Another possible "deus ex machina," in the form of Irish oil, also looks like making, at south coast. The concensus now is that complex offsbore geology means the prduction of oll in commercial quantities may be a Thatcher to visit the one Army barracks in Northern Ireland which Dublin wished them to

which should not include the old trick of deferring payment to next year—would be a considerable boost to attempts to reduce Irish inflation; and Irish expectations, to European levels. Political and economic constraints mean that the Irish have been looking largely to the outside world for relief. The improvement in the U.S. economy has already been reflected in a return to economic growth in Ireland and increased interest from potential U.S. investors.

Slow, complicated and expensive undertaking.

Which Dublin wished them to avoid.

Inevitable differences over the EEC's Common Agricultural control of the system. This does not remove the pressing need for thorough reform of the public service and onto the focused attention in the South of the Northern Ireland problems already been reflected in a return to economic growth in Ireland and increased interest from potential U.S. investors.

bad situations becoming a good deal worse.

The EEC budget negotiations, notwithstanding Dr Fitzgerald's success in achieving Irish exemptions from milk production cuts, probably mark the end of a decade when Ireland could count on increasing transfers from the community. Tighter controls on agricultural spending, and the entry of Spain and Portugal, may combine to reduce the share of EEC funds which Ireland receives.

Security

Problems could also arise with growing European moves towards co-operation on defence and security matters. These may impinge on Irish neutrality and force the Irish to decide just bow neutral they are.

Irish neutrality is pragmatic, rather than political, but, in an age of proliferating nuclear weapons, the resistance of the average citizen to military entanglements should not be under-estimated.

There has been a regular There has been a regular crop of domestic peccadilloes to divert attention from more serious problems. Recent flurries range from the question of who hugged the Dublin residence of Northern Ireland politician, Mr Seamus Mallon ... to such issues as the alleged involvement of a Government

the police and judicial systems. Reform bere is more difficult because the ever-present threat of political violeoce makes



DIVERSITY IN INDUSTRY ... from computers to dairy products. Examples above give an indication of the growing range of Ireland's growing range of Ireland's manufacturing sectors:

Top (left): production of electrical equipment at the ACEC plant at Waterford. The manufacturer's parent company is based in Belgium.

Integrated circuits at designed and manufactured at Analog Devices (top, right) at Limerick. The facility was established by right) at Limerick. In-facility was established by Analog Devices of Massachu-in 1975. The company, a leader in its field, has forged links with local university research depart-

Dairy products (lower left) being despatched at Avonmore Creameries in Kilkenny. Avonmore handles the largest volume of milk in Ireland and has also diversified into meet products and fied into meat products and provender milling.

At Micro Bio(lower right), chemicals are manufactured for sterilising dairy equip-ment. The company began production at Cork in 1976.

Ireland's Coalition Government will soon face a tough test as it attemps to secure a public sector wage freeze. Success would be a considerable boost in attempts to reduce inflation to European levels

Coalition makes modest advances

SO intractable had the problems of the Irish economy become in the first two years of this decade that Garret Fitzgerald frequently joked that whoever won any of the quick succession of general elections ought to have the reward of forcing the losers to form the incoming

Eighteen months of relative political stability, accompanied by modest improvements in some critical areas of the economy, have changed Mr FitzGerald's mind. The Coalition Government of the Fine Gael and Labour parties, which he leads, shows no desire to let slip the levers of power.

The three years which followed the elevation of Mr Charles Haughey to leadership of the country's largest political party. Fianna Fail, and the premiership had been marked by extraordioary political
venom, most of it directed at
Mr Haughey. the Fianua Fail administration
gave the government a long

Mr FitzGerald bad begun the process with a withering Dail attack on the new leader, questioning his fitness for nigh office and binting at deeds so disturbing that they could not be referred to even under the protection of parliamentary privilege.

Opposition to Mr Hanghey's very personal style of politics was the cement which helped construct the Coalition Government and is what, in large part, helps keep it together.

When ideological or economic policy differences arise they are swept aside for a new onslaught on the "irresponsible" leader of the Opposition. Labour Party ministers, with

little of real cheer to offer their supporters, can still draw applause through rolling back the pages of recent bistory to accuse Mr Hanghey of "cooking the books."

It is as well that the govern-It is as well that the government has something to fall back on. They have worked hard but to limited effect. Each party has concentrated on preventing what is seen as the ideological excesses of the other. The result has been government by consensus—sufficient is done only to keen the electorate docile and the government in office. So far it has met with the approval of an election-weary populace. an election-weary populace.

It is only the most recent opinon polls which have shown the opposition moving ahead.

Memories of three elections in two years and the scandals of

Political scene GERALD BARRY

gave the government a long honeymoon period. There is still unease in his There is still unease in his party about Mr Haugbey's ability to win an overall majority, but from now on the government will have to rely on its own record.

The real threat to the long-term survival of the present government may be rank and file discontent in the Labour Party.

Differences

Already ooe Labour minister. Frank Cluskey, bas resigned from the Cabinet citing ideo-logical differences over energy policy. His departure has pro-vided the left wing of the party with an issue around which it might rally and unnerved the rest of the cabinet sufficiently to ensure that government spending cuts, advocated by the Fine Gael Fioance Minister, Alan Dukes, were hastily abandoned and a neutral budget introduced last January.

Labour is further threatened by the emergence of the still small, but professionally organised, Workers Party, Ironically, Labour is a largely rural based party and what is left of its urban presence is being eroded by the dynamism of the Workers Party; it is an avowedly Marxist party which espouses the principles of demo-

> CONTINUED ON NEXT PAGE

cratic centralism and tells working class voters they are

With assets of £6 billion at March 31st, 1984, Allied Irish Banks Limited is Ireland's largest financial services group.

The international strength of Allied Irish Banks is particularly evident in Britain where a network of 60 offices support the operations of the International Banking, Domestic Banking, Merchant Banking and

Industrial Banking Divisions which, together with the

the Insurance Corporation of Ireland, provide comprehensive financial services to corporate, institutional and personal clients.

Growth continues through the International Division's presence in London, New York, Brussels, Frankfurt, Singapore, Isle of Man and Jersey, Channel Islands with noteworthy expansion in the U.S. following the acquisition of a controlling interest in First

Group Headquarters: Bankcentre, Dublin 4. Tel: (01) 600311. Head Office Britain: 64/66, Coleman Street, London EC2R 5AL.

Tel: (01) 588 0691. Telex: 414732. International Division: 12 Old Jewry, London EC2R 8DP. Tel: (01) 606 3070. Telex: 892695.

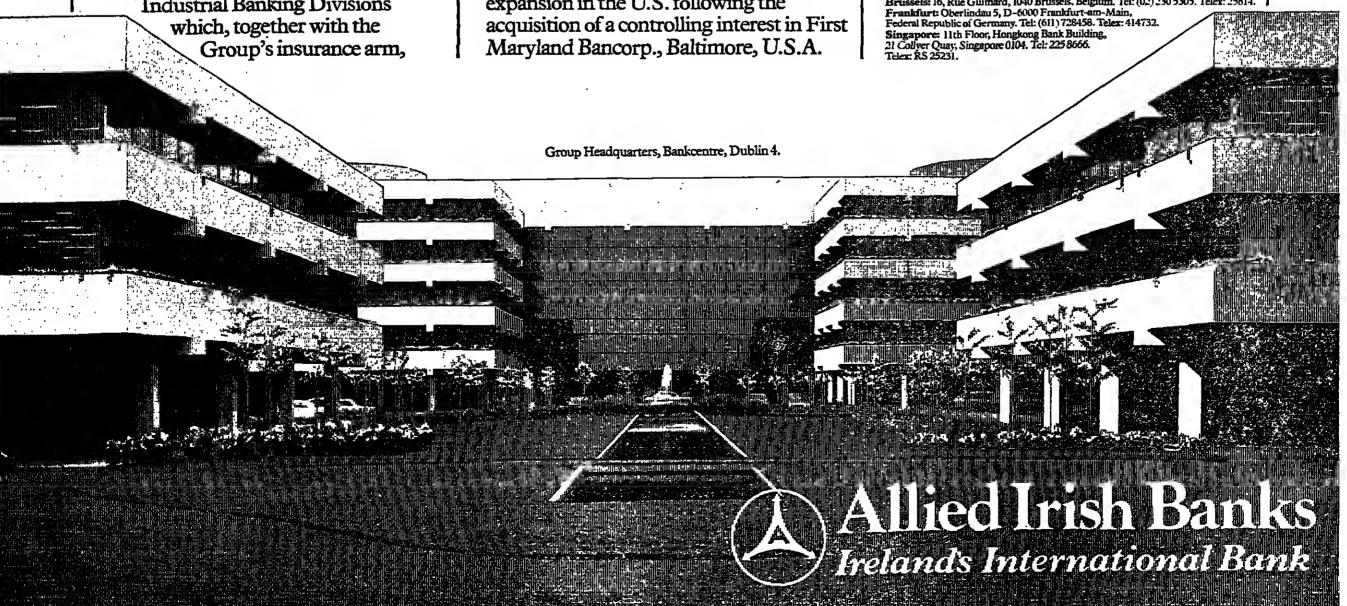
Belfast: 2, Royal Avenue, Belfast BT1 1DR. Tel: (0232) 246559. Telex: 747854. Isle of Man: 21, Athol Street, Douglas. Tel: (0624) 24315.

Telex: 628782. Channel Islands: Colomberie Close, St. Helier, Jersey.

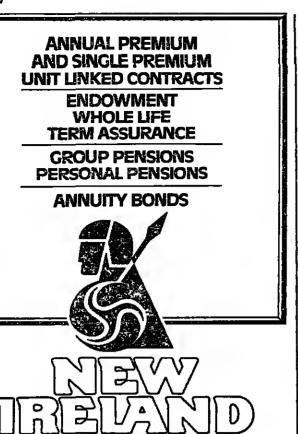
Tel: (0534) 76600. Telex: 4192394/4192388. New York: 405, Park Avenue, New York. NY 10022. Tel: (212) 223 1230.

Chicago: Suite 4412, Three First National Plaza, Chicago. Illinois 60602. Tel: (312) 630 0044. Telex: 255192.

Brussels: 16, Rue Guimard, 1040 Brussels, Belgium. Tel: (02) 230 5305. Telex: 25814.



IRISH PUNT





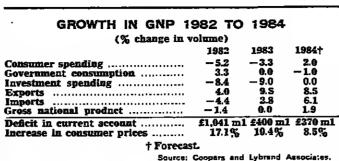
A friend on your side

Purcell Scaffolding Ltd.

Industrial Scaffolding Contractors and Suppliers

Ballycureen, Kinsale Road, Cork, Ireland Tel (021) 961614/5 Telex 75341

3 Stoney Meadow, Cratice Road, Limerick, Ireland Tel 061-55544



Recovery comes just in time

THE "Black Hole" has been the dominant topic of economic discussion in Ireland in the past month or two. That is what the Opposition likes to call the revision of the current balance of payments deficit, which was increased by I£500m, with a similar reduction on the estimates for capital ontflows, after a statistical

Much nonsense was talked in the process but it illustrated two important points. Firstly, statistics on the Irish economy still leave a lot to be desired and, secondly, the importance of foreign-owned industry to the economy may, if anything, have been understated.

Economic trends

BRENDAN KEENAN

single people have marginal taxes of over 60 per cent on

Unemployment is 17 per cent and, although the rate of increase has slowed dramatic-

The Government points to the improvement as proof that its

policies are working, while acknowledging thet much is due

to the international recovery. Even the revision of the balance

Inflation has fallen rapidly

and should be below 9 per cent this year. It has also improved

pect of a fall in the levels.

average earnings.)

Most of the change was due to increased estimates of the profits of those firms—now cal-culated at I£1,200m last year and to the amounts they re-patriated.

Naturally, there was much grumbling from the Opposition and trade unions about the outflow. But little of the profit was generated in Ireland in the first place and it is foreign industry which has led the way in the recovery which is now undoubtedly taking place in the

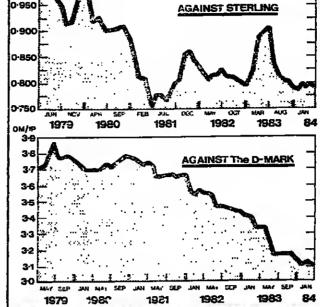
economy.

Gross domestic product (GDP) should increase hy over 3 per cent this year, although heavy repayments on foreign borrowing (I£700m), will reduce the rise in GNP to perhaps 2,5 per cent.

Consumption should increase by 3 per cent due to a small

Consumption should increase of payments deficit does not hy 3 per cent, due to a small rise in personal disposable income and a reduction in the present high level of personal years ago to 6.5 per cent last savings.
The recovery comes just in

time for the hard-pressed Irish chizen. Living standards have fallen 18 per cent in the past citizen. Living standards have this year. It has also improved fallen 18 per cent in the past relative to European rates, three years. The Government's being 2.5 per cent above the attempts to close its hudgetary European average, compared deficits mean marginal tax rates of over 40 per cent for a married worker on average bring it down to 5 per cent next earnings. (frish bachelors need year, but this will depend on to be of the confirmed sort:



persuading public sector workers and those in industries servicing the home market to accept little or no pay increases

this year.

The new industries which Ireland attracted under its generous tax and grants incentives have served the country well during the recession. They were largely responsible for the remarkable export achievements. Exports rose 12 per cent by volume last year and are expected to perform almost as well this year. Total manufacturing output should rise 7 per cent for the second year running. ally the growing labour force and sharp increases in produc-tivity mean there is little pros-

Foreign borrowing, which caught most of the limelight when the extent of the economic difficulties became apparent, has also been sharply reduced. It was just under I£800m last year, equivalent to 6 per cent of GNP and may fall to 1£600m this year, but total repayments will total I£700m-a substantia

The Government can point to ill these factors as evidence that the economy is at least under control and responding to Government measures. Economists are not so sure, however, that Mr Alan Dukes. Finance Minister, bas tackled the real imbalances in the economy and many expressed disappointment with last January's budget

It was felt that, with over a year in office, the Government should have been able to do more lo reduce Ireland's high level of public spending. Dr Brendan Menton, coo-sultant economist to Allied Irish

Banks, echoes the view of many of his colleagues when he says that much of the structural adjustment was at the expense of the real economy. Despite the sharp rises in taxation, Government spending reached 48 per cent of GNP last year and will fall very little in 1984. The sharp rises in taxation are themselves causing distortions, with an estimated I£250m spent across the border in Northern Ireland last year —

hut progress in reducing government deficits is still pain-fully slow. The public sector borrowing requirement will fall by only one percentage point this year and, at 16.6 per cent of GNP, is well above European

A sustained recovery, it is argued depends on the Government cutting the real level of current spending, reducing the tax burden and perhaps inject-ing some capital spending into areas such as road improve-

Current spending bas proved a tough nut to crack and, with this year's current hudget deficit projected at over Elhn, few expect the Government to meet its target of eliminating il by 1987.

Targets

The Opposition, under Mr Charles Haughey, has high-lighted the failure of the Government to meet its own targets, while being careful not to say where it would make the necessary cuts. But the Government is in no mood for hasty action, for good political reasons and rather less convincing



Garret FitzGerald, who leads the Coalition Government of the Fine Gael and Labour parties, claims that improvements are proof that Government policies are work-

time convincing its supporters and trade union backers of the wisdom of current policles. The sight of the Government sight of the Government actually cutting jobs among its own employees might be too much and Labour has dug in its

Mr Dukes also knows that the Irish economy has confounded forecasters before with the speed of recovery and would prefer, if he could, to hold Government spending steady while economic growth reduces it as a percentage of GNP.

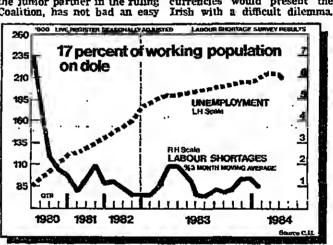
One area which continues to receive surprisingly little public.

receive surprisingly little public attention is exchange rate policy. There is an inherent policy. There is an inherent anomaly in the fact that the Irish punt is linked to the currencies of the European Mone-tary System (EMS), in which less than 20 per cent of its trade is conducted, and effectively floats against sterling and the dollar, which account for 80 per ceot of international

There is a political commit-ment to EMS hut many believe that, in any future realignments, the sterling rate will loom at least as large in Irish

and rather less convincing economic ones.

The Labour Party, which is the junior partner in the ruling Coalition, has not bad an easy Irish with a difficult dilemma.



Coalition's modest advances

CONTINUED PROM PREVIOUS PAGE

being made to pay for the economic recession. With 17 per cent of the work. With 17 per cent of the working population in the dole queues there has, so far, been surprisingly little social disquiet. There seems to be an almost fatallstic acceptnace of the price that has to be paid for the spendthrift years.

Under pressure from Labour Party ministers the overall direction of government economic policy still favours high state expenditure and, in consequence, high rates of taxation.

tion.

Middle income earners—from whom the major party in Government, Fine Gael, draws its most substantial support-are expected to tolerate very high levels of direct taxation. They cast envious eyes at their They cast envious eyes at their British counterparts. A married couple earning IR£20,000 would pay IR£4,000 more in income tax than would a similar British couple. A single person earning IR£12,000 has a marginal tax rate of about 70

Policies

As part of a policy of avoid-lng Issues which could lead to a serions rift hetween the parties in government, two weighty reports from a Com-mission on Taxation have so far been ignored. The Government has only begun to start work on a medium term economic plan and bas yet to agree on industrial and employment policies.

Success will have to be sought in other fields. Agreement with the British govern-ment about fundamental changes in its Northern Ireland policy is one such hope. It could help rescue Dr Fitzgerald from the collapse of his promised "constitutional cru-sade" which was to rid the Irlsh constitution of its more avowedly Roman Catholic elements (such as the ban on divorce) and its more strident claims to sovereignty over Northern Ireland.

Thus far, social policy has been confined to a bill granting increased powers of detention to the police and the establishment of a plethora of commit-tees and commissions to sec what other, more fundamental areas of life, might benefit from new policies.

Rather more is expected from

reforming coalition govern-ments, especially one led by Garret Fitzgerald. To date he and his colleagues can simply point to the fact that they are still there, there has not had to be an election for 18 months. and the public finances are in better order. It is a small start.

Bank of Ireland

The Irish bank with sterling qualities.

We are Ireland's leading Bank and also have a network of strategically located branches in Britain. We specialise in financing trade and business between Britain and Ireland.

As you would expect we are major dealers in Sterling/Irish Pounds. Telephone or Telex our Dealers

at 2 Lombard Street at any time for quotations (Telephone (01) 626 5921 Telex 885751). Spot or Forward - our rates are always competitive.

For any information or advice on your Irish business, contact one of our branches - we know the market and understand vour needs.

Bank of Treland

Branches in London, the City at 2 Lombard Streat (01-626 2575), Shepherd's Bush (01-748 2891), Kilbum (01-328 1751), Holloway (01-263 7365), Finchley (01-448 4481), Ilford (01-599 0185), Croydon (01-680 8558), Balham (01-673 5633), Kingston upon Thames (01-549 2222), Hounslow (01-572 3131), In Sirmingham at Cherry Straat (021-643 4977), Erdington (021-384 2222) and Sparkhill (021-773 8295), In Manchester area at St. Mary's Gate (081-834 2444), Chorlton-cum-Herdy (061-881 8112), Stockhort (061-477 1733).

Also in Liverpool (051-238 5591), Leads (0532-481731), Leicester (0533-538651), Luton (0582-425021), Raading (0734-597611), Southampton (0703-38826), Cardiff (0222-398127) and Glasgow (041-221 8353).

Excitement over offshore oil

Energy projects

BRENDAN KEENAN

THERE HAS been plenty of THERE HAS been plenty of excitement on the Irish energy scene recently—possibly a little too much. Most of it was generated by Guif Oil's discovery last summer of an oil flow of 10,000 barrels per day off the south coast.

The find came just as some observers were beginning to despair of Irish offshore prospects. The discovery of the

pects. The discovery of the Kinsale Head gas field more than a decade ago by Marathon Oil, at an early stage in Irish exploration, promised great things. Seventy wells later, the prospects had dimmed considersignificant shows were off the west coast, in heavily-faulted structures and in over 1,000 feet

started last November evoked unprecedented stock market interest. Stories abounded of peopla raising mortgages, borrowing money and buying the Gulf field Icomed. The disappointing result has postponed boom. Atlantic Resources, which had seen a rights issue flop at 40p, was valued at over 159 per share at the height of the speculation.

be taken. Tha argument over wbether the terms should he eased became intense as the possibility of early production from the Gulf field Icomed. The disappointing result has postponed the need for decision but made had seen a rights issue flop at the argument more relevant 40p, was valued at over 159 per because it is now likely that, at best, Gulf has discovared a marginal field of less than 50m

The find is a tribute to Atlantic Resources' chief geologist Dr Don Sheridan, who maintained for many years that these rocks could produce oil.

Dr Sherldan is characteristically cautious about the implications of the discovery. His message is that only further drilling will establish wbether Gulf's find is an aberration or the opening of a whole new oil "province" for Ireland. He is much more forthcoming on the issue of Ireland's draft licensing terms, which he believes are a serious disincentive to

Objection

Companies take particular objection to the fact that the government would be entitled to take up to 50 per cent of any field hut does not have to pay for its stake until the field is producing. Many analysts is producing. Many analysts believe these provisions, and structures and in over 1,000 feet of water.

The ripples from Gulfa find spread far beyond the oil industry. It was in the shallow waters of the Celtic Sea, it was in Jurassic rocks which had generally heen considered barren in Irish waters and a one-third stake was held by Atlantic Resources, an Irish Most of the available Celtic barren in Irish waters and a one-third stake was held by Atlantic Resources, an Irish company headed by the charismatic Dr Tony O'Reilly, one of Ireland's most colourful and successful businessmen.

Tha appraisal well which was started last November evoked unprecedented stock market interest. Stories abounded of peopla raising mortgages, bility of early production from

marginal field of less than 50m barrels. The licensing terms could be

In the end the real winner—
not for the first time—was Ireland's complex offshore geology.
The well found only water and a lot of share speculators got burnt. The resulting disappointment, however, may have obscured the significance of the Gulf discovery.
The oil which was found was of the highest quality and its of the highest quality and its of the highest quality and its of the secondary concessions if further wells confirm a marginal discovery.

There has also been lively separate about general energy

Sea is effectively unexplored debate about general energy because so few wells have been policy, in areas which, in the drilled into the Jurassic rocks. end, may prove just as funda-

Agreement was reached last year on the piping of natural gas to Belfast, on terms which are generally regarded as highly favourable to the Republic. The contract should bring the Irish Government #500m over the life of the deal and the built-in price clause should guard against currency fluctuations, while keeping prices in line with general energy prices.

It has not proved so easy to construct a favourable arrange-ment for the supply of natural gas from Kinsale to customers in the Republic. Terms of a financial deal with the Dublin Gas Company provoked the resignation of a Government Minister, the former Labour party leader Mr Frank Cluskey. Mr Cluskey was incensed that almost I£170m in Government

subsidies should be made available to a private company, even though the Government acquired a 25 per cent stake in return. The Government's problem was that, once having decided to supply gas to Dublin, it had to either nationalise the ailing company or equip it financialy to undertake the I£100m conversion and expansion project.

The fear among several experts is that the plan to supply most of Duhlin with natural gas is ill-conceived anyway.

They believe Im population is simply not large enough to justify extending the network to domestic consumers in the

to domestic consumers in the suburbs. Better, it is signed, to confine the gas areas already piped and to large industrial users, they argue.



growth 1961-70 1971-80

Ireland's top five exports

Exports share

The series of there is a series of there is a series of the series of th

t today

. 155 SAC . 155 () 160

1. 012

Land State

A se

- 1 - 2 - 1 - 1

1. " p

% total exports 1 Computer equipment 2 Chemicals 4 Dairy products
5 Electrical machinery

New technology ... 25 Changing structure

of industry % of output 1979 1983 Food, drink and tobacco 30 Traditional 33 100 100

Source: Confederation of Irish Industry.

IN IRISH OIL THERE'S ONE PUBLICATION

THAT GETS BENEATH THE SURFACE

Oil Database

firse 6 months to April 20th (audited) much more to date.

Oil Database is produced by a highly qualified seam and

circulated internationally on subscription only.

For full details return the coupon without obligation

- . Telephone: Cork 652 601

New impetus for change in industrial policy

Strategy reappraised

confidence in the Finance an internal re-organisation the increase the output of Irish Minister, Mr Alan Dukes. Mr agency has been adapting its industry rather than counting Dukes and the government easily survived the vote hut there will still be considerable analysis of the revelations which gave rise to the debate. Revised statistics abowed that foreign-owned firms repatriated 1£500m more in profits last year than had been thought, and that figures for previous years were also correspondingly

On the one hand, it was a graphic illustration of the success which the Republic has had in attracting foreign companies, and the profit-ability of those firms under Ireland'a benevolent corporate tax regimes. Total profits in 1983 for such companies were estimated at I£1,200m.

On the other hand, it also showed the peripheral nature of many such operations. Most of the sales were made abroad—foreign firms account for 80 per cent of manufactured experies—mast of the components. most of the components

were bought abroad and now, its seems, most of the profits were sent abroad.

The news is likely to give an impetus to the changes which are taking place in Irish industrial policy. The partners in the ruling coalinon are wrestling over the emphases in wrestling over the emphases in a proposed White Paper on future strategy, but both share the doubts about the present degree of reliance on foreign

The doubts came to the surface with the publication of a report by U.S. consultants Telesis on Irish development strategy. This was critical of many aspects of policy but con-centrated on the lack of effort to create Irish-owned com-panies capable of competing successfully on world markets. IDA officials dismiss many of Telesis' conclusions and believe its overall impact was harmful. But IDA is not just good at promoting jobs; it is a remarkably flexible organisation with a proven ability to respond to changes in the economic climate and maintain its position as the pivotal organisation in development strategy.

LAST MONTH the Irish parlia-ment debated a motion of no to the latest new thinking. After policies towards the development of native industry and im-proving the links between foreign concerns and the rest of

the economy.

A key element in the new approach will be intensive work between IDA and particular local companies to belp them draw up development plans to improve their products and

> Industrial developments BRENDAN KEENAN

sales. IDA commissioned McKinsey International Consultants to train its executives in this new way of working with

lient companies.

IDA's managing director, Mr Padraic White, describes this as the "catalyst" approach, pointing out that the agency's role is that of prompter and provider of expert advice but that responsibility for the plan

rests with the company.

Up to 100 companies will be selected for the "catalyst" technique this year and where a company appears to have potential for expansion IDA will draw up a programme of fluance, advice and inter-national contacts to implement

The sting in the tail for Irish business is that companies which do not appear to have potential or which do not draw np suitable programmes will not receive state assistance. This tougher approach has already been endorsed by Ireland's Prime Minister Dr Garret FitzGerald.
"If IDA does not believe a

project will be carried out efficiently then it will not approve grants for capital

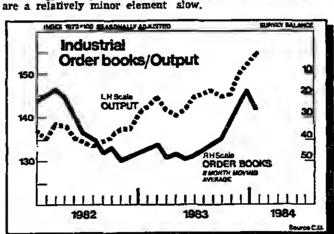
His overall objective is to the number of jobs, as in the newspaper industry could be one of the first to feel

> Mr Padraic White, managing director of the Industrial Development Authority: aiming to strongly increase the output of industry.

in total costs. IDA's task is to encourage firms to establish key functions in Ireland and improve linkages with local

At present both are limited.
About 10 per cent of foreign companies have formal R and D departments in Ireland—although that is a better figure than those for companies and only one civil of their requirements. only one sixth of their require-ments for components, and subassembly work are sourced in Ireland.

more than their wages bill in Ireland and, in the new high-technology companies, wages IDA is working hard to improve both situations, although it is an area where progress is



t % of companies reporting declining order books.

Success in attracting high technology industries from overseas

Electronics

BRENDAN KEENAN

would be in an English-speaking

It is true that there has been

The present total of 17,000 is, in that sense, disappointing. A combination of international re-

the effects of the tougher policy.

So far IDA has refused to give

capital grants for the introduc-tion of new technology in the troubled 'Irish Press" group, saying there must be clear economic benefits such as extra export earnings to justify

Mr White is convinced that the impact of new technology

means that the link between

output and jobs is new tenuous and that the jobs will come in

services as the wealth created by higher productivity circu-

lates. That presents particular problems where foreign com-

panies are concerned because, with entitlement to full re-

patriation of profits, the extra output may have limited henefits for the local economy. This is the real message of

the profit outflow figures. Some of the companies spend little

Output rising steadily

IRISH EMPHASIS on electronics as the main sector for numbers below target. Indeed,

The Industrial Development Authority (IDA) is convinced that electronics, pharmaceuticals and health-care products offer the best prospects for growth in manufacturing in the next few years.

There were a live to continue.

Industrial Development Authority (IDA) is plants in Ireland are already behind the labour-saving technology in use in the U.S.A.

There is a danger here which in the labour saving technology in use in the U.S.A.

There is a danger here which in the labour saving technology in use in the U.S.A.

culture.

There was a marked reduction Published fortnightly, the most comprehensive guide to in the number of new investments last year, but 1984 should prove significantly hetter. IDA officials are confident that at least three major overseas pro-jects will be captured in the next few months, with the potenare the ones that IDA pursues, also preferred the fact that they tial for several thousand jobs. Irish efforts to portray the country as a good base for electronics appear to be succeeding. The Electronics Location File. in its survey taken at the end of last year, found that Ireland bad overtaken West Germany and was second only to the UK as ployed by the end of the decade. last year, found that Ireland bad overtaken West Germany and was second only to the UK as the preferred location for U.S. companies considering locating

> cession and Ireland's own econ-omic difficulties, which affected the country's image ahroad, are The survey found that com-pararively low wage rates, good mainly to blame. industrial relations and Ire- Output has been rising and's "renowned" incentive steeply, however, showing that package were the main sources of attraction. Small and

overseas. Fifty of the 295 com-

electronics companies are willing to pay generous wage increases to maintain industrial peace. In the present wage round, such companies are among the early settlers, with 10 per cent pay rises being typical. This is a rate which traditional industries, and the Government itself, would not

want to follow.

But it is likely that the companies would respond very quickly if, at the end of the day, Irish workers were to lose their either by re-locating or shed-ding johs through introducing new technology.

Output from the industry i now over IEIbn per year, with computers themselves account-ing for over half the total. Output increases of around 12 per

CONTINUED ON NEXT PAGE

Banks chided for 'making too much money'

Lively debate on profits

Banking sector BRENDAN KEENAN

IRISH BANKERS are feeling a little unioved at present. Just as they were restoring prout levels, while still struggling with high bad debt productions, poor demand and Government levies, along came the Deputy Prime Minister and told them they are making too much money and lacking in social conscience

There was a European election on at the time, admittedly, but the comments of Mr Dick Spring, leader of the Labour Party—the junior partner in the ruling coalition—reflected the uneasy relationship between the

The banks were particularly aggreeved that, with international atention focused on the problems of many of the world's biggest banks, they should be chided for making too maked

That is not the way the banks themselves see it. Although they are fortunate in not being exposed to doubtful Latin American or Third World loans, Irish bankers regard the cur-rent conditions as difficult and thus requiring all their efforts to maintain respectable results.

There was a marked improvement this year, but from the low point of 1983. The two big Irish-owned banks, Allied Irish and the Bank of Ireland, last month reported increases in pre-tax profits of 24 per cent profits are too high, he and 48 per cent respectively, although AIB's figure was 1£20m higher at 1£90m.

Ulster Bank, a subsidiary of failures is now largely behind

(IE26.5m) and Northern, the Midland subsidiary whose busi-ness is mainly in Northern Ireland, also seems on the road to Profits more than doubled to

carry. AIB had hoped to re-duce its bad debt provision this year, but instead had to increase it hy If4m to If31m overturn-ing its half-year estimates in the process. Bank of Ireland has been making even higher provisions in recent years and was leader.

ble to make only a small reduc-

These are doubtful debts, with companies heing asked to provide more information on their financial position, including sometimes, full business plans. The results of this tighter scrutiny may he one of the reasons why the banks' early optimism about the bad debts situation in 1984 evaporated.

Bankers say the problem of major collapses, or unexpected



Mr Dick Spring, leader of the Labour Party and junior partner in the ruling Coalition: bank

Nat West, also showed a 25 per them, but what has emerged is a cent increase to £21.5m lot of smaller customers in deep trouble at the tail end of the recession. Managers were shocked at the number of com-panies which have been surviving by not paying their VAT and employees' contributions to the revenue authorities.

These results have been obtained despite the very high levels of bad debt provisions which Irish hanks are having to part the problem is that the size of the Irisb banks—though small by world standards— dwarfs most other Irish enter-prises. The malationship prises. The relationship between profits and the size of the capital employed escapes more people than the Labour

a small reduc-bring cold comfort for any disappointing bankers still boping for an figures, especially since the early amelioration of the "tembanks have been exercising tighter monitoring of bad and extracted 1£75m from the banks since it was introduced three years ago.

The levy reflected another popular belief; that the banks have not been paying enough

An attempt in this year's budget to deal with this prob-lem ended in something of a debacle. The banks reduce their tax charges by lending and leasing to industry, and pass on the benefit—or most of it—in the form of lower interest rates. The Finance Minister. Mr Alan Dukes, proposed to restrict such arrangements. The resulting higher tax charges on the banks might have enabled the levy to be eliminated progressively. But Mr Dukes appeared to

have miscalculated the importance of tax-based lending to many sectors of 1rish in-dustry, including the politically powerful dairying co-ops, as well as at least one of Ireland's most successful companies. He dropped the measure in the subsequent Finance Bill.

One final irony is that the banks had disposed of all this year's tax-based lending in the interim and have room for little more for the rest of the year.

It seems unlikely, therefore, that Irish banks can look for ward to an early end to the levy. They must consider now how best to live with it. The view of most bankers is that, if their capital base is not to be eroded, the cost must eventu-ally be borne by the customer.

Things are even tougher in the world of merchant and investment banks. Many believe that Ireland is over-banked in this sector now that the Irish economy has not continued the spectacular growth rates which attracted many foreign banks to Duhbn in the 1970s.

Subsidiaries of major Irish banks have bad mixed fortunes with Uister Investment Bank having a satisfactory per-formance, and Allied Irish Investment Bank seeing a profit fall this year. But the sub-sidiaries can relate to their parents and offer a wide package of products to an estab-lished customer-base leaving the foreign-owned, banks in many cases, to feel the worst

Bringing Home Ireland's Natural Resources FROM SEA AND LAND





PEOPLE ARE TO IRELAND AS CHAMPAGNE IS TO FRANCE.

Europe's youngest and fastest-growing population. Educated, talented, flexible, innovative.

A member of the European Common Market. Noted for its favourable government attitudes towards business—the most profitable industrial location in Europe.

Ireland. Home of the Irish. The young Europeans.



58, Davies St., London W1Y 1LB. Tel: 01-629 5941.



Banque Nationale de Paris, first bank in France, has an international network extending over seventy-eight countries.

In IRELAND

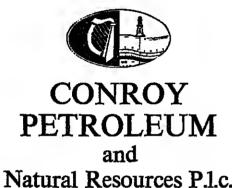
Banque Nationale de Paris (Ireland) Ltd. Subsidiary

111, St Stephen's Green West, Dublin 2 Telephone: 01712811 - Telex: 90641

BNP has been in IRELAND for 10 years and is thus fully conversant with the Irish market.

BANQUE NATIONALE DE PARIS

Head Office: 16, Bd des Italiens 75009 PARIS Telephone: 2444546 - Telex: 280605



An Irish Public Company actively exploring for oli and gas offsbore Ireland, in the North Sea and the United States well as having an extensive mineral exploration

Conroy Petroleum and Natural Resources P.l.c. 36 Molesworth Street, Dublin 2 Tel: 789368/767635 Telex: 31818

programme onsbore Ireland.

Tricky period ahead for dairy farmers

Agriculture BRENDAN KEENAN

IRISH DAIRY farmers face a tricky period of change as a result of the imposition of the EEC superlevy on milk, but it is one which would, nevertheless, turn to their advantage. Although it will severely check the rapid rise in their milk output of recent years it could also bring them salutary benefits in other ways.

Change will probably come

Change will probably come in the form of an increase in their output of other products. such a trend bas probably already begun, and there are even hopes that it may lead to a rise rather than a fall in the incomes of many farmers.

It is early days yet, how-ever, and any such change is likely to be strewn with pitfalls for a country that relies more on dairying than any other EEC member state.
Milk has been growing in im-

Milk has been growing in importance for Irish agriculture in recent years, rising from 24 per cent of gross farm output in 1971 to 35 per cent last year. It represented around £848m in gross revenue to farmers in 1983, and in product form constituted 10 per cent of national exports.

of national exports.

What farmers will now have to try to do is produce a finite quantity of milk from the smallest number of cows, and use any spare land for other farm output. They are likely to use it for more sheep, beef cattle and cereals, each of which will in turn contribute to their

They will have been helped hy the fact that a decision on the superievy came at the end of March. This was in time for the main season for insemination of the cow herd. It will become clear before long whether there is a swing towards insemination by beef-type bulls, which would indicate a rise in future beef output.

Industry-watches are currently divided on how effectively any such change can be carried through. Talk to one expert and he will tell you that in the case and the content of the case and the ministers granted it permission to produce 4.6 per cent more to problem they face in adjusting to the oew cooditions is that no other product has such a mitted level over the next few years of 1981 levels plus 1 per the case made by rently divided on how effectively any such change can be fore through. Talk to one expert and he will tell you that the suggesting that the expert and he will tell you that the should or could the manage their farms in a ministers granted it permission to produce 4.6 per cent more to problem they face in adjusting to the oew cooditions is that no other product has such a mitted level over the next few years of 1981 levels plus 1 per the case and by grant and the case and by grant and the will tell you that the fact that the March settlement increased prices for all products including milk. This arose largely because Irish the superlevy came at the end of March. This was in time for

while the more numerous but less-skilled will lose out.

less-skilled will lose out.

Even on the direct issue of milk, one farm economist will say that creameries will be able to fine tune deliveries to meet the quota, while another maintains that a spell of drw weather could mean the quota will not be reached.

What they all agree on is that it would have been more convenient not to have bad a superlevy at all, and nope regret the political effort that was put the political effort that was put into saving Ireland from its full

Reaction

The Government campaign to escape from the 94.7p per gallon levy was the most thorough-going since Ireland entered the Common Market 11 years ago. The Irish Prime Minister walked out of the Brussels summit in March this year because he felt the other leaders were not being generous enough.

Garret Dr FitzGerald's approach was based on the idea that a secure basis for dairying was a major pillar for Ireland'a membership of the EEC. The country was more suited to dairying, due to its abundant grass, than any other member state.

Although milk output had risen dramatically from 3.5m tons in 1972 to 5.5m tons last year, securing significant in-creases in rural prosperity oo the way, he argued that the country still had some way to go to fulfil its natural vocation as the dairy land of Europe.

At the end of March, wheo the farming crisis in the EEC was resolved, Ireland won more generous treatment than any other member-state. Agriculture



reland's milk production rose dramatically last year to 5.5m ons. Above: cows graze at Youghal, near the Drum Hills.

reach continental levels of milk yield. The Irish cow is usually a "dust purpose" animal that produces male progency for the beef herd as well as females for dairying. It is genetically balancen to produce a calf that converts feed into beef as well as milk. Such a herd is oever likely to produce milk at the level of continental dairy herds, despite Dr Fitzgerald's bope

that it might.

It should also he added that It should also he added that the open-ended support for milk output has led in soma parts of Ireland to a policy of expanding herds at all costs. Some creameries were inspired by an almost evangelical fervour in spreading "the gospel of milk." Almost every herd now has cows that produce well under the average, and they are not particularly profitable. If they are got rid of as a result of the oew EEC regime, their owners' incomes will not suffer unduly,

incomes will not suffer unduly, and they can use the land for

something that is potentially more profitable. This, bowever, is prohably the kernel of the matter. It has been the orthodox view in Ireland over recent years that milk is by far the hest bet for the "average small farmer," and what this means is that it will make money even on a poorlynin farm.

Many farmers still lack even the most rudimeotary yield-recording system to eoahle them to manage their farms in a businesslike way. And the problem they face in adjusting to the new cooditions is that

farmers, unlike their British counterparts, were awarded a change in the green rate. It resulted in a predicted rise of 11 per ceot in milk, 3 per cent to 4 per cent for beef. 2.3

per cent for pigmeat, 5 per cent for sheep, and 2.3 per cent for

for sbeep, and 2.3 per cent for cereals and sugar.

One positive benefit of the operation of the superlevy elsewhere in Europe may also be a strengthening in the market for newer bigh value dairy products oewer high value dairy products. Although the Irish dairy industry wants to produce more of these, creameries bave found that they produce a poorer return than the CAP-supported products of butter and skim milk powder.

Opportunities

Officials of the Irish dairy board, Bord Bainne, point out that such products also require imited amounts of milk and, of themselves, are unlikely to he an answer to surpluses. They helieve their opportunities for selling hranded Kerrygold butter in the UK market have been damaged by British regulations which are contrary to EEC regulations. A complicated legal battle is underway to the British hattle is underway io the British courts between Bord Bainne

and the Milk Marketing Board to decide who is right. If sophisticated products become more attractive they will create a demand for more yearround milk rather than the sea-sonal supply that suits hutter, and this, in turn, will lead to more sophisticated herd man-agement, underplaned hy pre-mium prices.

Irish farmers have heeo assured under the March settleassired under the march settle-ment that they will be first in line for any shortfalls to be re-distributed from other coun-tries, if they fulfil their own

Campaign to draw overseas visitors

example would be followed by many more Americans.

The "returning" American of Irisb descent has been a disappearing apecies, and Irish tourism has not yet caught up with an equivalent share of general U.S. visitors to Europe.

The end of major Irish emigratioo to the U.S. In the 1980s means fewer oostaglic trips back to the land of their forefathers. The 300,000 U.S. tourists who come to Ireland are only a fraction of the total crossing the Atlantic. Around crossing the Atlantic. Around 70 per cent of visitors to Europe from the U.S. have already visited Europe before, without coming to Ireland.

without coming to Ireland.

The current \$2m promotion campaign by the Irish tourist authority, Bord Failte, is aimed at improving the image of Ireland as a place worth a visit in its own right. The main problem seems to be that Ireland'a image as an "unspoilt" land also confuses un pictures. land also conjures up pictures of a country where it is lmpossible to get such facilities as a shower or a decent hotel meal. President Reagan's de-cision to spend two days in a private hotel, Ashford Castle in Co Mayo, may help dispel these

So, the theme of this year's U.S. promotion is "unexpected pleasures." There is greater liaison than in the past with tha Irish national airline. Aer Lingus, to make sure that ad-vertising links in with this

Air fares are a continig prob-lem in persuading more Ameri-cans to make Ireland their first stop-off io a European tour. Bord Failta believes it has a competitive fare structure this year, but much depends on the value of the dollar in a particular year, as well as Aer Lingus's calculations and the amount of competition, Overall, the Irish hope for ao

Increasa in North American visitors of between 6 and 10 per

cent.

British visitors are hy far the most numerous, with over 1m coming every year, hot the returned emigrant factor is even stronger, with a majority of the visitors prohably Irish-born and returning to see friends and relations. That is the main reason why revenue per head from UK visitors is only one-

WHEN U.S. President Ronald Reagan discovered his Irish roots in Ballyporeen recently, many in the Irish tourist industry were hoping that his example would be followed by many more Americans.

The "returning" American of Irish descent has been a disappearing apecies, and Irish tourism has not yet caught up with an equivalent share of general U.S. visitors to Europe. The end of major Irish emigration to the U.S. In the 1850s the "

(if call in the ca

The sharp rise in visitors from the Continent during the 1970s slackened and fell in the last three years, reflecting the main bugbcar of Irish tourism; prices.

Tourism BRENDAN KEENAN

High Irish inflation between 1981-63, and the irish punt's fixed exchaoge in the European Monetary System meant a serious decline an competitiveness in Continental markets, mainly Germany and France, which account for two-thirds of visitors.

visitors.

which account for two-thirds of visitors.

VAT rates of 18 per cent on hotel accommodation and 23 per ceot on meals do not help and the hotel industry is lobbying bard for further reductions. Officials hope that in future they can at least hold their competitive position.

Interest in Irish bolidays remains strong, especially in West Germaoy. Bord Failte staged promotions in nine major citeis last year, promoting bolidays and Irish goods. Despite the fact that there were admission charges to the events, all of the programmes were packed out.

Freoch holidaymakers have accounted for a growing proportion of the 300,000 Continental visitors. Their oumbers were affected last year by restrictions on the export of currency from Europe, but It is hoped oumbers may be up 5 per cent this year. Bord Failte is looking to Italy

and Scandinavla as potentially important markets for growth. The Italians, in particular, are overcoming their traditional reluctance to leave their own shores. Scandinavians, meanwhile, are attracted to the idea of Ireland's cultural distinctiveness.

Strong emphasis on electronics

CONTINUED FROM PREVIOUS PAGE

cent have been recorded in each of the last two years.

Profitability would also appear to be good.

Prohably more than half the If 1.2bn profits earned by foreign companies in Ireland last year were in the electronics sector, Some change in strategy may be on the way. In the wake of the recent proposals on indus-trial policy, there seems certain to be more emphasis oo increas-ing the linkages between the

electronics firms and the rest of

the economy, and encouraging the development of indigenous

Debate

There has been much debate about the status of the elec-tronics firms located in Irelaod after the report of U.S. consul-tants Telesis two years ago criticised its lack of sophistica-tion and integration with the

IDA argues that the record so far is good, given that significant numbers of firms only began to locate in Ireland in the past 10 years. It maintains that at least 20 companies are now doing high-level work in Ireland, in research and development or product and development or product and process development. Names such as Analog Devices, Verba-tim and Westinghouse are among the most frequently

A study by two academics at University College, Dublin, concluded that Ireland was not an offshore manufacturing location comparable with Singapore or Puerto Rico — Ireland bad more complex products and more skilled operations, and tended to produce finished equipment rather than items requiring further processing.

requiring further processing.

The real comparison, they concluded, was with Scotland, which has been a location for electronies companies for 30 years. But the survey noted that, eveo over that time-span, it was difficult to get multinational companies to expand beyond a manufacturing role.

The tendency of multinationals to retain key functions nearer bome is well known in the industry and probably irreversible. So, although Ireland can expect to increase the range of work

attoorgn freland can expect to increase the range of work carried out within its shores, and although there is scope for considerable improvement in the amount of sub-supply work done in Ireland, the development of indigenous firms will require different policies. Two companies are regularly cited as examples of what can be achieved. Memory Computer, which is essentially a systems supplier, and Lake Electronics,

which makes advanced telecom

munications equipment, are tronics, hot the typical small to succeed in building an hoth genuinely indigeous, software company, with less high-technology companies. But than half a dozen employees, nearly all the others are either is producing basic packages in made by Telesis; that public producing the company of the c very small, or foreign company. small, or linked to a

Foreign linkages are a worth-while strategy. There is considerable interest in a new IE3m project in which an Irish company, Killeen Investments, has bought technology from the Japanese Mnoekata Company to make components for the electronics industry. But successful Irish com-

panies are most likely to specialise in software, Both Memory and Lake manufacture equipment, but in hoth cases the equipment grew out of specific systems ideas which the companies had, and was tailored to operate those

IDA's major response so far to this trend is the establishto this trend is the estanlishment of the National Software Centre as a subsidiary company. This will help small companies in the software sector develop specialised products and market them at home

Ireland has pleoty of people with training or skills in elec-

established areas such as accounting or sales. The Soft-

Key element Memory was already well-established before it received significant IDA help hut Lake was a product of the authority's Enterprise programme to help people start their own busioesses. There too, the initial impetus was on systems specifically developed for the needs of the Irish telecommunications

of the Irish telecommunications service.

Lake also marks a first for IDA in developing a financial package to take the company from small, home-based to one which can compete on world export markets. This is something which Ideh investigations

as procurement can be a key element in launching successful ware Ceotre may help them companies. Many Irish com-specialise. Memory computer panies feel there is a flaw in itself owes much of its success the strategy here, with millions the strategy here, with millions to developing specialised pro-ducts in areas with little competition, such as credit unions and milling.

being spect on incentives that little sympathy for Irish com-panies seeking public contracts, especially in the electronics

sector. Procurement, of course. comes under strict rules, but there is evidence that companies with manufacturing bases in Ireland have done better on public contracts.
Eveo mighty IBM, which does
oot manufacture in Ireland, has been stressing the importance of its research operation and purchasing policy in Ireland—presumably to match the claims of the likes of Digital and Wang to match and Wang to be good corporate

But a policy to seek out — perhaps launch — Irish com-panies which can supply Government contracts is another matter and there is not thing which Irish institutions as yet will have to develop if they are policy. as yet, much sign of such a

you may have an inceresc in Ireland~

but can you read its signs?

The publishers of Ireland's best selling *Business & Finance* magazine, now launch a new publication, aimed at individuals and organisations with an interest in Ireland.

Whether that interest is political, commercial or economic, whether Ireland is seen as a market, a supplier of goods or services, a manufacturing or distribution centre, a direct or indirect investment, the publication will provide information which will have been collected, collated, interpreted and presented with the non-Irish reader in mind. It's called

Irish Interest Irish Interest.

Irish Interest is published monthly in newsletter format. It, is an analgam of the combined talents of practising economists, stockbrokers, bankers, politicians, businessmen and journalists, and while the publication is committed to dealing with and commenting on these areas, Irish Interest will also produce detailed surveys of entire industries and sectors.

Some of the Answers — Free. Just how relevant is this publication to your particular interest? Simply complete and return the coupon to us and we will send you the first issue of 'lish Interest'.— FREE. We hope you'll discover that, with 'lrish Interest'. oviding so many answers, most of freis mplex trends are really relatively casy :

NOT YES	Company of the second
	一次
Belenos Publications, 50 Fitzwilliam	Square, Dublin 2, Ireland. Tel: 767660. Telex 24447

elenos Publications, 50 Flizwilliam Square,	Dublin 2, Ireland.	Tel:	767660.	Telex	24
ease send my free issue of "Irish Interest".					
me	_				

ROT People

IRELAND

ENGLAND

TEXAS

PORTUGAL UNITED ARAB EMIRATES In places as far apart as London major commercial, industrial, and Bahrain, Dublin and Texas, institutional, recreational and Civil you will find McInemey building Engineering projects in many countries around the world. 75 In the 75 years since Thomas years of dedication and emphasis McInemey first started building on high standards have seen in 1909, over 40,000 houses McInemey develop into a vibrant have been built together with international company. McInemey Properties Ltd., Bluebell, Inchicore, Dublin 12. Phone: 503055. Telex 24647 McIP El.

NFC links up with Union Int.

BY ALEXANDER NICOLL

Union International.

NFC has taken 80 per cent and
Union international 40 per cent
of a new company. Tempeo
Union, formed from their respective subsidiaries Tempeo International and Union Cold Storage.
No money changed hands in the
deal.

Mr Edmund Vestey, deputy
chairman of Tempeo Union and
a director of International, said
the merger would enhance the

the merger would enhance the distribution capabilities of both parents while avoiding the need for each to spend substantially on new facilities.

The emphasis of the Industry has moved away from bulk storage of meat and dairy products and towards distribution of temperature-controlled foods. Although cold stores are now pearly full partly because of product "mountains," European Community measures would reduce such surpluses over the next few years, Mr Vestey sald.

Sir Peter Thompson, chairman of NFC and of Tempco Union, said the geographical fit between the two companies' storage facili-

1 5.20g

11.15

100 day 100 day 100 day

ւ ար

10 100

200 100

i= 17

1.50 1.10 1.10

COLD STORAGE interests of ties was "extraordinarily good."

National Freight Consortinm, the Union bad cold stores in Scotemployee-owned transport and land and Northern England, as
travel group, have been merged
with those of the Vestay family's
Union International.

The transport and land and Northern England, as
where Tempeo was poorly
represented.

Officials from both sides said they would each have had to spend over £5m on new stores if the merger had not taken place.

The merged company, based in Bedford will have a capacity of 35m cu ft in 25 cold stores of 35m cu it in 25 cold stores when two new centres, in Soli-bull and Weybridge, open next year. Mr Ron Sawbridge, manag-ing director of the new company and formerly chairman of Tempco, said this would place it second in the UK after Christian Salevesen.

Mr Sawbridge sald the new company would provide a comprehensive range of services lo the food industry. "High Street supermarkets are determining more and more the way they want food delivered to them."

Prudential 47% lift in single

premiums A 47 PER CENT growth in worldwide single premiums is reported
by Prudential Corporation for
the six months ended June 30
1984. They rose from £135.4m in
1983 to £199.3m, while annual
premiums showed little chaoge
at £142.8m, against £144.9m.
In the UK individual life busi-

In the UK individual life business new annual premiums of Prudential Assurance's personal retirement plan were 50 per cent up at £17.7m. Unit-linked sales

up at £17.7m. Unit-linked sales advanced strongly, the range being further extended by the launch of the Prufund Protection Plan.

The switch in the emphasis of sales effort proved largely successful in countering a decline in conventional regular regular.

cessful in countering a decline in conventional regular-premium assurances in the aftermsth of the Budget.

Single premiums grew by 10 per cent to £59.3m. Demand for the Prufund Investment Bond continues strong, with sales over 50 per cent up at £33m.

Competition in pensions business remained keen and both new ness remained keen and both new snoual and single premium busi-ness fell from £18.1m to £11.5m and from £21m to £12.5m respectively.

Overs25s, new annual

premiums rose 24 per cent to £23.6m while single premiums more than doubled to £112.4m.

Duncan Campbell-Smith looks at the regional brewers

Many ways to achieve growth

burtling in the major brewers' direction. They are aimed instead at improving the smaller companies' outlook in any wsys available.

The generally good cash flow of the regionals has helped them extend their tradin gareas via pub acquisitions or full mergers, but it also occurs in the smaller.

Greene king's purchase of a small stake in Midsummer Inns exemplifies the effort now going into sidding sidditional capacity to tied estates through individual property deals, a csulious approach to expension which the Office of Fair Trading's referral of the recent takeover bid for Camerons will probably encourage. The acquisition of whole companies, though, will increasingly have more to contend with than a suspicious OFT: good regional brewers are begingood regional brewers are begin-ning to pick np a premium on their shares for scarcity value and few if any would now carry an exit multiple less than 20

The most obvious of these strategies remsins bte refurbishment of tied estates, to which the regionals have come rather later than the nationals. But there are at least three others, sil of them evident over the last week.

Dub acquisitions or thil mergers, but it also opens up the prospect of some of diversification outside brewing. How much of a seller's market this has created for first-class botal chains is evident from Greenall Whitley's bid for De Vere Hotels and Restaurants. The f44.5m valuation De Vere helped knock 16p off Greenall's sbergs by the close unswervingly passive investor is spparently unchanged, supportoff Greenall's sbares by the close last Tuesday and leaves Greenall's management with pleoty to do if it is to justify the immediate 7 per cent dilution to earnings per share and a price 25 times De Vere's 1983 pre-tax earnings.

pre-tax earnings.

But De Vere's balance sheet should provide for a reduction of £10m or so to the net price and Greenall can at least point to a successful profits record in its existing hotels. Like Vsux with its Swallow Hotels. Greenall or hidding for them. No talks to a successful profits record in its existing hotels. Like Vsux with its Swallow Hotels, Greenell

THE REGIONAL and national brewers have long since departed from the Dsvid and Goliath script painstakingly set out for them by the City to years ago. The various strategles now being improvised by the regionals project none of the volume growth which was once expected to send tiny stones burtling in the major brewers' direction. They are aimed instead at improving the smaller companies' outlook in any ways

The company's strategy as an

the trend towards consolidation gathers pace smongst its invest-ments, WIC might well greet the occasional bid recommendation with understandable relief. Arthur Guinness moved yes-terday to quell speculation that it was planning to mount a £110m takeover bid for Greene

with its Swallow Hotels, Greenell or bidding for them. No talks bis now built is non-brewing business which ought to make a major contribution to profits. major contribution to profits. the Stock Exchange to say
If all this activity in the sector we bave not been in talks."

EQUITIES

Price	ount drap	Renulio.	19	84	Stock	Ojosing	 + or	₹₹	Times		و د نو
<u> </u>	Fe	3,0	High	Low					FB	<u></u>	
\$180 \$140 \$140 \$30 \$35 \$41 \$35 \$35 \$35 \$35 \$35 \$35 \$35 \$35 \$35 \$35	P.O.O.D.O.D.O.D.O.D.O.O.D.D.O.O.D.D.O.D.D.D.O.D	10/8 16/6 3/8 12/7 20/7 3/8 20/7 3/8 27/7 10/8 12/7 20/7 20/7 20/7 20/7 20/7 20/7 20/7 2	200 105 173 351 137 20 120 123 38 76 124 235 124 109 1165 1165 1165 1165 1165 1165 1165 116	135 138 138 127 122 23 104 124 120 124 120 127 120 127 126 127 126 127 126 127 126 127 126 127 126 127 128 128 128 128 128 128 128 128 128 128	*Petropen Pet. Inc.;	136 1450 1450 143 228 117 120 120 120 120 120 123 173 160 173 160 160 160 160 160 160 160 160 160 160	-5 -12 -12 -1 -1 -5 -1	901-6 2.5 13.5 12.23 14.23 15.	3.7 2.8 1.6 1.8 2.8 5.7 2.9 3.0 9.3 1.4	1.9 - 1.3 - 5.0 7.1 - 6.7 4.6 - 3.9 4.0 1.5 1.8 8.1 - 1.0	21, 19, 16, (12, 13, 14, 15, 17, 17, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18
\$68 28 \$101	F.P. P.	13/7 18/7 16/6 15/6 15/6 13/7 3/8 13/6 29/6	75 2812 130 76 129 66 139 120 120 120 120	25 1112 206 63 42 115 61 315 112	#Petrogen Pet. Inc.; #Psirolex 50. #Pic'd'ly Rad, N.V.30. #Pic'd'ly Rad, N.V.30. #Pice Entertain, 10p. Reuters '2' 10p. Do. Werrants Do. Cum Pt. Prf. #Spectra Auto, 10p. #Spectra Auto, 10p. #Spectra Auto, 10p. #Steo BurrillJonesi00. #Triscomputing 100. #Triskar Res. If Op.	25 226 46 120 64 135 114 170 220		61.88 bg0.4 b2.5 Qb5.6 Q9% u2.28 b2.0 u1.9 b4.9	2.0 4.1 e.s.s.s.s	3.0 1.6 5.3 7.5 5.1 2.3 4.7	12.8 19.8 17.6 18.3

FIXED INTEREST STOCKS

Issue price	Amount paid up	Latest Renunc. date	196 High		Btock	Closing price &	+°'
:99.19	293	e7/7	2378	e1 14	Borger & 6'lhern 11'g% Neb. 3tk, 2014	214	
97,079 H 6,764	NI	1.7 3.7 13.9	14ppm	ippm	Brixton Est.11(pc 1s1 Mort. Oeb. 2023 Comfort Int. 71:2 Cnv. Uns. Ln. 1997-2001 EOF 113:4 Ln. 2009 12	: pam	
97,790 98,162	T.66	5/10 92/11	9912 23 lg!	223 ₆ 243 ₈	Eaton Fn. N/V 12132 Uns. Ln. 8014 Morley 11785 Neb. 8006 	92 243,	
= -	F.P.	! =	10076	100 100	Nationwide 119 3 6 83	100 t	,
100 #87.80	£25	12/7	124 3012	1116 2336	Provinse de Quobec 1214% Ln. 2020	16 2312	— t 4 7
II JI 98,641	£30	7/8	SO"	i gpi	Robinson'i homasi74Cum.Cnv.Red.Prf. Torn-Cons'ile.94Cnv.Gm.Rd.Prf.97:2000 Trinidad & Tobago 1214% Ln. 6009	100m	
1100 1100	CIO	27B	10m	140m	Ugion (E.) 10% Grv. Uns. Ln. 1990 York Waterworks 13% Red. Oeb. 1894	¹ 4 Dm 12	

"RIGHTS" OFFERS

tesue	Antount paid up	Latest Renunc,	198	4	Stock	Olosing	+ or
pries	An	dete	High	Low		용효	į –
17 A\$7.3 80 410 233 19 IB1 30 120 A\$0.85 A\$4 860	Nil Nil Nil Nil F.P.	20:6 B/5 17/8 17/8 29/6 e5/6	171; 542 14pm 30gm 40m 817 22pm 236pm 2480m 90pm	378 100m 5pm 33pm 198 16pm 133 19pm 1220m	BSG InIni, 10p	2ecm	+2

Renunciation date assettly last day for dealing free of aterep daty. It Figures based on graspecture estimates. If Olvidend rate paid or payable on part of capital; cover based on dividend on full capital. If Assumed dividend end yield, it forecast dividend cover based on gravious year's earnings. C Censolen if Olvidend and yield based on prespecture or other official estimates for 1984. It Olvidend and yield based on prespecture or other official estimates for 1984. It Olvidend and yield based on prospecture or other official estimates for 1984. It Official estimates for 1984. It oncloses, a Pence unless otherwise indicated, a Issued by tender. If Official concludes of ordinary chares as a "righte." Issued by way of capitalisation. It Rainchdured. It is lessed in connection with reorganisation morger or tekenower. If Altonnent letters (or fully-paid). If introduction, If United Securities Market. If Placing price, it Difficial London Listing, It No per value.

COMPANY NEWS IN BRIEF

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange It does not constitute an invitation to any person to subscribe for or purchase any Warrants.

(formerly Murray Glendevon Investment Trust PLC)

Issue to Ordinary Shareholders of Warrants

to subscribe for up to 2,076,341 Ordinary Shares of 25p each

The Council of The Stock Exchange has admitted the above-mentioned Warrants to the Official List.

copies of such particulars may be obtained during normal business hours on any weekday (Saturdays and public holidays excepted) up to and including 16th July 1984 from:-Particulars of the Warrants are available in the Extel Statistical Service, and

2nd July 1984

WICO, GALLOWAY & PEARSON LIMITED MEMBER OF THE STOCK EXCHANGE

commences trading today in succession to

the partnership of

GALLOWAY & PEARSON

The former partners are all associated

with the new company in which a wholly owned

subsidiary of

Exco International plc.

Rowe & Pitman City-Gate House 39-45 Finsbury Square London EC2A 1JA

2nd July, 1984

assets were £5.5m (£2.5m)
despite having made considerable payments in respect of new
tonnage.
Mr. Caret man, says he continues to view the future with confidence.

The dividend on Evered Holdings' 3.85 per cent cumulative preference shares in respect of the baif year to June 30 1984 wil be paid on July 31, together with the arrears of preference dividends for the years 1981, 1982 and 1983.

Net asset value of Hambros Net asset value of Hambros Investment Trust increased from 148.3p to 174.2p per 25p sbare after deducting prior charges at nominal value, or from 152.2p to 174.5p with prior charges deducted at market value, Earnings per share increased

dispite having made consider able payments in respect of new connege.

Mr Grant Cochrane, the chairman, says he continues to view the future with confidence.

The dividend on Evered Holdings' 3.85 per cent cumulative

from 3.41p to 3.78p, while the dividend total is 0.3p higher at 3.7p with a final of 2.7p.

Gros revenue rose by £0.38m to £4.44m. After interest and management expenses of £1.26m (£0.97m), pre-tax revenue was ahead from £3.09m to £3.18m.

Tax took £1.11m (£1.23m).

Profits before tax of Standard Profits before tax or standard Securities, a property investment and trading company, rose from £572,00 to £768,000 in the six months to March 31 1984. The interim dividend is being raised from 1p to 1.15p net with earnings 1.03p bigber at 4.22p per 25p share.

ings 1.03p bigoer at 4.22p per 25p sbare.
Net rented income totalled £895,000 (£813,000) and net trading income was ahead at £538,000, compared with £336,000.
Other operating income added £20,000 (£3,000). Tax took £250,000 (£205,000).

FT Share Information The following securities have been added to the FT Share Information Service:

Uns. Loan Str. '97/04 (Section: Drapery & Stores).
Sntherland (E. T.) & Son (Food,

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Eachange. Such meetings are usually held for the purpose of considering dividande. Official indications are not aveilable as to whether the dividends are interims or finals and the subdivisions shown below are based meinly on last year's timetable.

Interims:—Oakwood, SGB, Throg-morton Trust, Widney, Finals:—Calestion Industrias, Grast Northam Talegreph, Mercury Securities, Moorgate Marcantila, Norcros, Stoddard, Ward and Goldstone. FUTURE DATES

Interims:—	
Angla-Amarican Sscurities	July 12
Hadland Holdings	July 3
Ladies Pride	July 25
Updown Investment	July 24
Yaoman Investment Trust	July 12
Figala:—	
Bulgiπ (A, F.)	July 8
Equipu	July 23
Gelfer (A. and J.1	Aug 16
Jones Stroud	July 12
Joseph (Leopold)	July 11
Kanyon Sscuritias	July 24
May and Hassell	July 24 July 9 July 9 July 10
Monk (A.)	July 9
Murray Technology Invests,	July 10
Wight Collins Rutherford 3cott	July 17

Granville & Co. Limited

U.S. \$40,000,000 SERIES 09

TELEFONOS DE MEXICO, S.A.

(Organised under the laws of the United Mexican States)

Six Manth Notes Issued in Series

undera

U.S. \$75,000,000

Note Purchase Facility

Notice is hereby given that the above Series of Notes

issued under a Noie Purchase Facility Agreement dated 5th May, 1982, carry an Interest Rate of 131/4% per annum. The Maturity Date of the above Series of Notes

Samuel Montagu & Co. Limited

will be 31st December, 1984.

29th June, 1984

Member of NASDIM 27/28 Lovat Lane London EC3R 8EB Telephone DI-621 1212 Over-the-Counter Market

							P/1		
	Capitalisam.			Ghange	Gross	Yield		Fully	
	£0000's	Company	Price o	m weck	dlv.(p) %	Actuel	DONOU	
		Ass. Bot. Ind. Ord	133	_	6.3	4.7	7.7	10.2	
		Ass. Blit. Ind. GULS	144	_	10.0	6.9	_	_	
		Airsprung Group	56×d	- 2	5.1	10.9	TS.O	18.0	
	675	Armitaga & Rhodes	35	_	1.4	4.0	_	_	
		Bardon Hill	319	+ 1	7.2	2.3	13.0	26.6	
		Bray Technologies	49	- 1	3.5	7.1	5.7	B.2	
		GCL Ordinary	190	_	12.0	6.3	_	-	
		GCL tipe Gony, Pral.	140ei	_	15.7	11.2	Ξ	Ξ	- 1
	3.115	Carborundum Abrasives	520	-4	5,7	1.1		_	
	1,628	Gindico Group	103	_	_	_	_	_	
		Deborsh Services	65	=	6.0	9.2	34 B	56.6	
	14,565	Frank Horsell	225	_	~	_	9.5	15.5	
		Frank Horsell P. And 87	204	_	6.7	4.2	8.6	14.0	
	3,611	Frederick Parker	25	_	4.3	17.2	_	_	i
		Georgs Blaif	35	_	_	_	_	_	1
		Ind. Pracision Castings	47	— t	7.3	15.5	13.0	18.2	
		sis Ard	2160	_	15.0	6.9	_	_	
	_	Isis Gonv. Prel	340	– \$	15.7	4.B	-	_	
	5,465	Jacksen Group	108	_	4.9	4.5	5.0	9.7	
		Jamas Burrough	247 rd		13.7	5.5	8.B	8.B	1
		Lingusphona Ard	140	+40	_	_	_	_	
		Ungusphone 10.5pc Pl.	100	_	15.0	15.0	_	_	
		Minihouse Holding NV	418	- 7	3.8	O.B	30.1	32.B	
	816	Robert Jenkine	80	– 2	20.0	25.0	9.3	6.3	
		Scruttona "A"	49xd	— 3	5.7	11.6	75.8	B.0	
		Torday & Garlisla	74	_	_	_	B.0	16.B	
	1.963	Trevian Heldings	433	_	_	_	B.B	B.O	
	3,140	Unitock Holdings	20	=	1.0	60	31.4	16 0	
	10,582	Welter Alaxander	83	_	6.a	5.2	63	5.7	
	5.717	W. 3. Yastes	245	_	17, 1	7.0	6.5	11.7	
-									

This advertisement complies with the requirements of the Chungil of The Stock Exchange in London

The Bank of Nova Scotia

(a Canadian Chartered Bank)



Scotlabank

US\$ 100,000,000 131/4% Deposit Notes due 15th July, 1987 Issue Price: 100%

J. Henry Schroder Wagg & Co. Limited

Banque Paribas

Limited **Daiwa Europe Limited**

Dai-Ichi Kangyo International Limited IBJ International Limited

Mitsubishi Finance International Limited Samuel Montagu & Co. Limited

The Nikko Securities Co., (Europe) Ltd.

Nomura International Limited

Chemical Bank International

Lloyds Bank International Limited Mitsui Finance International Limited Morgan Guaranty Ltd

Union Bank of Switzerland (Securities) Limited

The Decosit Notes have been admitted to the Official List by the Council of The Stock Exchange, subject to issue. Interest is payable annually in arrears on 15th July, commencing on 15th July, 1985.

Full particulars of The Bank of Nova Scotia and the Deposit Notes are available in the Extel Statistical Service and paniculars relating to the Decise 1 lotes may be obtained during usual business hours (Saturdays and public holidays excepted) up to and including 16th July, 1984 from the Brokers to the issue:-

Rowe & Pitman City-Gate House 39-45 Finsbury Square London EC2A 1JA

Comben, the Bristol-based housebuilding company, will recommend shareholders to accept last week's £4±m bld from Trafalgar House, the shipping and construction group which already has a 48 per cent bolding.

Trafalgar House launched its 77p per share bid by surprise last Friday immediately after acquiring almost all its present stake from a gubaidiary of Hawker Siddeley.

Trafalgar plans to combine Comben with its Ideal Homes group to form a bousebuilder ranking in the UK top five, producing some 4,000 houses annually.

Comben sald its chairman, Mr Leon Roydon, would resign and be replaced by Mr David Calverley, managing director of Ideal. But Mr Terry Roydon will remain managing director of Comben and will join Ideal's board.

* * * **

Comben and will join Ideal's board.

* * * **

The following mergers are not to be referred to the Monopolies and Mergers Commission:—

Group/the Nineteen Twenty-Eight Investment Trust.

Gill & Duffus, the commodity trading, insurance and food processing group, is to make an agreed bid worth £4m for Pearce Duff Holdings, the cornflour, custard and baking powder

maker.

Gill annonnced on Friday that agreement had been reached on an offer comprising cash or 25p an offer comprising cash or 25p Gill shares priced at 178p.

Pearre Duff has annual turnover of about £16m and recently

The following mergers are not to be referred to the Monopolies and Mergers Commission:

Australia and New Zealand Banking Group/Grinolays Holdings: London and Manchester Group/the Nineteen Twenty-Eight Investment Trust.

Granads/lelevision and video rentsls business of Rediffusion; Skendia Group/29.9 per cent interest in Quiltar Goodison; Exco International/29.9 per cent interest in Galloway & Pearson; Hill Samuel Group/29.9 per cent interest in Wood Mackenzie.

PENDING DIVIDENDS

Dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following 18ble. The dates shown are those of last year's announcements except where the forthcoming board meetings (indicated thus's) have been officially notified. Dividends to be declared will not necessarily be at the amounts in the column beaded "Announcement last year."

	Аппоилеа-		
Date	ment lest	Sala	Announce-
Dette	year	Dete	ment last
AcrowAug 4	Final nil	Midland InclJuly 10	year Final 4.85
Associated	- 121D1 2111	LoomoAug 4	lailm
	1	*MFIJuly 17	Final 2.3
NewspapersJuly 12	Interim 4.\$		FINAL 43
BETJuly 21	Final 8.14	Magnet and	
Barcleya		3outhernsJuly 12	Final 2-2
BankAug 4	Interim 11.5	MaileyAug 3	Interim 1.2
3 guA (.L) yddis	Interim due	Midland BkJuly 27	Interim 11.0
Birmid		NatWes:July 26	Interim 11.4
	1-m 600	NorcrosJuly 2	Final 4.24
QuelcastJuly 12	Interim 0.33	Netts ManulJuly 28	Interim 1.35
Commercial		Ocean	
UnionAug 10	Interim 4.85	TransportAug 8	laterian 2.15
Davy		P:op Sacs	
GorporationJuly 22	Finel 2 585	Inv TalAug 10 '	Final 1.5
28jenJuly 13	Finel 3.825	Rank OrgnJuly 11	Interim 4.0
Deily Meil and		RenoldJuly 21	Final nil
Geni TruetJuly 12	Interim 12.0	*Ro:mans In: July 19	Final 4.0
DistillersJuly 14	Final 8.5	*5GBJuly 2	Interim 2.3
lowty	Final 2.25	Scot and Nwcsti	
iteh LovallJuly S	Final 5.83	BrewsJuly 3	Final 3.163
3ECJuly 3	Final 20	SecuricorAug 10	Interim 0.44
General	111.01 2.0	Smith sed	
Acciden1Aug 10	Interim 8	NephawAug 9	Interim 1.4
SlynwedAug 3	Interim 2.45	Stock	
GU6July 21	Final 3.0	ConversionAug 8	Final 3
3KNAug 11	Interim 4	STCAug 3	Interim 2.75
Greycoat City	mienili 4	Tam EM!July 14	Finel 11.7
OfficesJuly 12	Final 065	71Aug 77	Interim 2.5
(ATJuly 19	Final 1.5	Tazer Kemsley	Intellii 29
Haalamere	rinal 1.5	& MillboumAug 1	Interim nil
	F	UltramarAug 11	Interim 6
EstatesJuly 14	Final dea	UnigateJuly 7	Final 4.3
Hogg			ringi 4.3
RobinsonJuly 19	Final 3.0	*Union	leaded at a
G GasJuly 5	Final 7.5	OiscountJuly 18	Interim 11.0
ClJuly 26	Interior 10 0	"Vantana	
mpariel GrpJuly 12	Interim 2.75	VisclieJuly 3	
ntagunJuly 5	Final 26	VosperJuly 14	
ax SarvicaJuly 29	Interim 3.75	* Board mealing intim	
loyds Benk July 29	Interim 10.66	issue since made. Til	k Irea. § Scr
London		issua since mada. 5 Fo	TECOAL

has a 29.9% interest

Warnford Court Throgmorton Street London EC2N 2AU Telephone: 01-628 8211 Telex: 885384

Robert Fleming & Co. Limited 8 Crosby Square London EC3A 6AN

FINANCIAL TIMES STOCK INDICES

	June 29	Juno 28	Jun# .	June 2b	June 28	725 7000	High 19	Low	Aince Co High	Low Low
Sovernment Secs.	78,43	78.40	78,43	78.25	78,33	T8,49	83,77	77,86	127.4	48.18
Fixed Interest	82.44	82.50	82.6B	82.53	82,63	92,90	a7,48	B2.39	150.4	50,33
Industrial Ord	817.9	807,1	£16.2	B03.9	B18.7	811.7	922.8	770.5	962.8	49.4
Gold Mines	814.9	642,4	641.8		857.9				784.7 j	43.\$
FT-Act All-Shere.	487.74	483,87	486.01	481.45	485,45	488,27	536,71	470,03	536.71	61.82
FT SE 100		' _		1024.3	1033,1	1033,1	1141.6	BB7.3	1141.6	BB7,3

不是我们的是,但是我的我们的一种我们们就是我们的,也是不是我们们的,你们也可以是我们的,

Animus
An

BMC
Barnoti
Barlot
Ballor
viBaldi
Ballor
viBaldi
Ballor
Ba

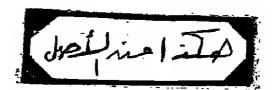
ยนี้ยักสะ ที่ยังกับสีสตลที่ก็รัฐติรัสกับสัติที่ติที่สีนักรัฐ รักษณ์สัตว์ติดสีที่มีผู้ครักกลีสกา ยังก็ก็จับสัตว์ติดสั AARTA
YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES 60 X16X6X3X6CX3X3CCXCXX6CXCCXX6CXCCXX6CXCCXX6CXCCXX6CXCCXX6CXCXX6CXCXX6CXX | Transfer Stack
Japan
JerC
JerC
JewelC
J Boeng BoseC BoseC BoseC Bortier Borter Borter BoseC BoseC BoseC BoseC BoseC BoseC BoseC Brockey Bruth d Brock Brockey Bruth d Brock Brockey Bruth d Burndy B NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO
NAFCO DMG Damen Damen Demon Damen Demon Damen Demon Depon Demon De KON KUMEN KU 5.日光的情况仍以我们好感觉为6.明然为4.日的6.4分为为中心情感然为5.70世界为10.8的最后的最后,从20.4分的人,以20.4分时,10.4分时, 5.6 2027年16日的日本山南西省市中国中国的大学的人,14位为17代表的对象的 ब्रॉटॅक्ड्रॉफ्ड्रॉफ्ट्रॉक्ट्रिक्ट्रिक्ट्रिक्ट्रॉफ्ट्रिक्ट्रॉफ्ड्रॉफ्ट् GBI In GCC AND CCC AND 并是本新情况指示片感情感受到三重型的大量,更感觉感觉更多的感长或用中最感染的可含的异类医病或中毒过滤图 医感染上腺类红皮囊氏核的复数形式或或形式或或形式或或形式或形式 95万年式前57岁,通过2000年以下的65万万年的1年的1600年的1800年的1800年,2000年的1800年以下1800年的 + 11g + 1g - 1g - 1g - 1g LIN HO
LIERY
LICO
LIERY
LIV
LIV
LIV
LIV
LOUNT
LINESS
LINES
L 21-7-1142224326426565656436565646661-22545666653665366536556555555554444656616466726686668666 42331-15 Sept. 15 Sep 的心,所有的是不知识的最后,我们也是我们也是我们也是我们的是我的,我们是是我们的是一个,我们们是我们的是我们的是我们的,我们们们的是我们的,我们也是我们的是我们的是我们的是我们的,我们们是我们的是我们的,我们们们也是我们的,我们们们也是我们的是我们的,我们也是我们的一种的,我们也是我们的一种的,我们也是我们的一种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是这种的,我们可以是一种的, MACOM
MICA
MICHAM
MICA
MICHAM
| Page | z a \$15世558世纪25世8世83548825188855520185742254 8世代英世7世88258 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | CHYPICE CHYPI Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Erisch
Er ++1212 121 121 121 121 121 121 121 មិន៩ ជន ភេពម៉ា ១០៥ ភ័ព ខេត្តមន្ត្រី ១៥គីមីស៊ីស៊ីន ២៥ម៉ា ២៥ស៊ីស៊ីន សំខើមិន សំខើមិនសំពីស៊ីស៊ីន ម៉ា ម៉ា ១៥៣២៣៥៣២៥២ 每后出位感行激情情需要不可见的母亲让 5.经济的行政教育行行的的情况行政的的自己的特别的人的现在分词表现的现在分词的人 17.36 EX.1-5.15 CHELLAND MESSES SELECTION OF THE SECOND SE 165 240 365 411 411 655 135 481 417 25 COMMENSOR STATE

لمِلَدَ اعبدلِلْعِل

144 15	200 8.4. 7 294 294 294 294 4 4 4 4 4 4 4 4 4 4 4 4	P/ Sto 100 High Law Canta Canta 124 Manda 125	a.151.7 14 20 9 9 8 8 162 252 Pot p	P/ St	P/ State 100 1
	ORK STOCK EX	CHANGE COM	IPOSITE CLOS	ING PRICES	Dia.
18th 57 Polymer SSI 1 205 4 4 4 4 2 2 2 2 2 2	## 40 67 2 10 10 20 20 20 20 20	2 1.5 590 131	## 12 9 1 13 25 25 25 25 1 15 5 20 25 25 1 1 15 2 1 1 1 1 1 1 1 1 1 1 1 1	prize 12. 2 3 56 54 55 105 105 15 105 105 105 105 105 105 1	Dist. VIA. E 1905 High Low Dusts Description of the company of the

 $M \leq \Lambda$

WORLD STOCK MARKETS



WORLD STOCK MARKETS

WALL STREET

Recovery remains tentative

THE PAST fortnight has been a troublesome time for Wall Street and the U.S. investment community, with the sub-stantial apprading of federal predictions of gross national product (GNP) reawakening fears that the Federal Reserve Board might tighten credit policies in response to inflationary pressures, writes Terry Byland in New York

The response of the financial markets bas been somewhat irregular. The federal bond market has fallen by around two points, while the stock market has tried, with only partial success, to resist the implications of rising interest rates.

The blow came when the Commerce Department announced its "flash" esti-

mate of 5.7 per cent annual growth rate in GNP in the second quarter. The increase was substantially above market expectations, and included an upward revision of first quarter growth to 9.7 per

The news was quickly followed by the disclosure of increases of 0.6 per cent in personal income and of 1.1 per cent in personal spending in May. These indications of consumer pressures were, however, counterbalanced by an increase of only 2.8 per cent in the GNP-based deflator.

The bond market slumped heavily on the GNP announcement and has since remained flat as traders wait apprehensively for the outcome of the Treasury's \$15.5bn mini-refunding which will be completed this week.

Last week's balf-point rise to 13 per cent in bank prime rates had become al-most inevitable, in view of the upward pressures on money market and other short term rates. A sharp rise in the federal funds rate to over 13 per cent on June 20 beightened the fears of a tightening by the Federal Reserve. The rate slackened last week but the credit markets remain nervous of a move to higher rates when the Federal Reserve open

market committee meets on July 15-17. The stock market had already run into trouble before the GNP flash announcement. It plunged sharply on June 16, taking the Dow Jones iodustrial average down to 1086.90, its lowest level for 16 months, with the week's loss of 44 points representing the worst week since the setback of 1979. Investors had already begun to show unease with the upward pressures on interest rates and. by taking its punishment early, the market was better able to stand up to the GNP shock when it came in the middle of the following week.

Since touching its 18-month low, the stock market has climbed, painfully and sometimes erratically, up to the 1132 range on the Dow scale. But there have been several bouts of selling by the major institutions and the mood remains cautious, at best.

Stock in IBM dropped below \$100 after adverse investment comment on the profits outlook but has recovered some of the ground lost.

Takeover situations bave provided a number of features. Prime among them has been General Motors' purchase of Electronic Data Systems for \$2.55bn, making it the second largest non-oil takeover on record.



£8m orders placed with **MJ** Gleeson

M. J. GLEESON GROUP has foud contracts—one in Sheffield and three in Manchester, worth a total of more than 18m. Largest is worth \$4.9m for the super-structure of the Sheffield central fire station complex for South Yorkshire County Council. The new fire beadquarters in Wellington Street will be one of Britain's largest, and will bouse the latest in fire service technology. The building will accomfour contracts—one in Sheffield modete the replacement command and control system office accommodation for the County Fire Service headquarters, an operational fire station to cover the Sheffield area and a repair/workshop unit. The site contains a drill yard with a 75 foot drill tower and an underground ear park with room for 100 vehicles. The project is due for completion in April 1987. In Manchester a \$730,000 contract is to erect 45 homes at Ney Street for the Borough of Tameside over 15 months. Third contract, worth \$920,000, is to build 49 sheltered bomes at Clyne House Estate for Trafford Borough Council. This project will be Council. The northern division has been awarded a £5.6m contract by the Department of Transport for the construction of Darlington Southern by pass. Work is to be completed in 18 months and provide 8 km of single carriageway road, three mundabouts and three bridges.

Building work in the North East worth £3.5m has been awarded recently, while civil engineering contracts at BSC Redcar, ICI Dumfries, Vickers Barrow and a pumping station at Lustrum, Teesside, together worth £3.8m have also been won. In Sri Lanka, the international division has been awarded a

£26m work for Balfour Beatty CON- Is due for completion by the end matic rapid-transit cars from the

CONSTRUCTION CONTRACTS

BALFOUR BEATTY

division has been awarded a £3.9m contract by GEC Electrical Projects, main contractors for part of the £50m redevelopment of Colombo Airport. A 30-metre

bigh control tower, maintenance and cargo buildings and a naviga-tional services complex will be

constructed.

BALFOUR BEATTY CONSTRUCTION has won cootracts worth £26m. The southero construction divisioo has been awarded its lhird contract from the GLC on the Rochester Way relief road scheme. The lalest contract, valued at £5.4m is for 1 km of dual carriageway trunk roads and includes retaining walls and a complex underpass on the existing A2 trunk road. The contract will be completed in 27 months. The Department of Environment and Transport has placed a £1m contract for advanced earlbworks on the M25 motorway. It includes dynamic compaction of the area of future motorway embankments. York-shire Water Authority has awarded a £1.6m 24-month contract for the construction of tanks, a pumping station, aeration unit and other buildings at Old Whittington Sewage Works, Chesterfield. Alterations and refurblishmeot of Ashfield School Buildings, York, will be carried on the pulidings at Old Whittington Sewage works, Chesterfield. Alterations and refurblishmeot of Ashfield School Buildings, York, will be carried for North Yorkshire County has been awarded a £5.6m the construction of tanks and refurblishmeot of Ashfield School Buildings, York, will be complex to find the rack for the construction of tanks the construction of tanks and refurblishmeot of Ashfield School Buildings, York, will be complex to find the reck of the construction of tanks the construction to the endering the constructi

at Gatwick Airport. Uoder a 17m one of the Swindon showrooms contract from the British Airports Authority, the company will construct the 1.200 metrellog structure for carrying auto-



Estate for Trafford Borough Council. This project will be complete in September 1985. The fourth project is to redevelop a prestigious site at Brazenose Street for the M. J. Gleesoo Group, worth about £1.9m with completioo in October 1985. The area of the project is about 39.000 sq ft oet lettable, will start in August 1985 and is clad in glass and granite to reflect Rylands Library on Deansgate.

**WIMPEY CONSTRUCTION UK has started work on a £1.3m contact worth nearly £1.25m has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the has started work on a £1.3m contact for construction of the stepped terraciog. These will princes Alice Hospice on a construction of the stepped terraciog. These will relate the building to surround-relate the building t

OVER-THE-COUNTER

Paudert Reson a 20 Filian Property a 1 Footbas a 1 Foo	36 St. 1 171 1114 7 171 251 26 1114 7 251 1 251 1 251 1 39 2 1114 7 251 1 39 2 1114 7 251 1 39 2 1114 7 251 1 39 2 1114 7 1 251 1 39 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	150 28 102 103 + 14 55 55 55 55 55 55 55 55 55 55 55 55 55	SPE SPI s Safecrd Select S Stude StPaul SelCox SanBer Semin SelCox SanBer Semin Semi Select Schert S	.10r 2 .08 12s .50 150 x36 .50 155 .50 55 .50 57 .50 5 .72 6 .20 20 .20 1051 .111 .10 2 .20 66 .77	154, 164, 174, 174, 174, 174, 174, 174, 174, 17
NEW 1	YORK	DOM 10		1984	Since Compiltr
F.	June June 29 : 28	June Jun 27 a	6 June		wel High Low
eindustris itime Bnds Transport Otilities TradingVot	182,40 1126,55 64,96 66,36 474,18 472,84 124,28 123,27 68,776 77,686	66,37 65, 466,86 472	.36 65.64 .12 476.15 .57 124.81	15/11 112 21.76 64 (6/21 125 512.65 46 18/11 129 134.65 122 (6/1) (1	8,96 : 1267,71 41,22 5,61 : (19)11;68 (277,52) .81 :
ADRY & high	1145,38(113)				
Industria	div. yield %	June 83	June 15	4.98	year ago(approx)
A GRADIATE	June 1 June 20 1 25 174,75 174,27 164,16 152,84	172,72 17	June 25 3.81 175.27 2.71 156.67 June 20 1	188,84 169 (6.1) (18 169,28 145 (6/7) (75	Since Compt'n New High Low 26 194.24 5.62 161 (0016.65) (801.65) 183.17.78 4.46 189 (401.65) (401.65)
Comp's'te		- After wa			year ago (approx.)
	div. yield %	4.27	4.19	4,27	
Industria Industria	d div. yield % d PIE ratio v. Bond yield			10.77	

		00					10:10:05 ((1/8:42)
Industrial div. yield	*	me 27			June 13	yea	*### (approx.)
		4.27		4,19	4.27	_!	3.90
Industrial P/E ratio		0.76 .	1_1	0.96	10,77	_'	14.61
Long Gov. Bond yiel	d ' 1	5,56	1 1	3.61	13.54	1	11.02
N.Y.S.E. ALL COMMO			: 4			une 29	June 26 June 27
June June June June 29 28 27 26	High	284 Low	A	alla	raded 1	891 629	1,916 1,949 888 500 591 985
86.58 88.19 87.50 88.15		86.1	7 N	sw Hig	100 113	414 16 54	457 464 9 12 82 106
TORONTO	1					19	64
	29	June 28	27	26	Heg	ts '	Low
Metale & Mints. Composite	1852.0 2220.8	1854,3 2216,7	1868.0 2210.4	1002.4 2224.5	2524.4 2585.7	(18/1) (6/1)	1864.9 (28/6) 2167.8 (24/5)
	s Clas	Chen	24	IVE S	TOCKS	Stocks traded	Change Closing on price day
Ejett. Deta 3,286,6 ATT 2,338,8 Cantil Grp 1,525,6 Burroughs 1,109,6 1814	00 41 00 17 00 51 00 53	+++	ABAG.	xxon m. Exp reyhoul	Tel 'A'	906,70 892,20 818,10 814,40 812,70	0 31 -1 0 40% + 1 0 28% + 2 0 22% + 3
			١	١.	1		
	June 29	June 28	27	June 26	, High		Low
MI Ord. (1/1/80)	653.9	650.2	650.4	856.5	787.S (9)	1)	
AMSTRALIA Alf Cred. (1/1/20) Motel & Minis. (1/1/20) AUSTRIA Credit Alichen (2/1/50)	659.9 421.4	650.2 815.4	850,4 815,8	856.5 421.5	787,S (9)	1)	LOW 846,3 (16:5)

..

	29	. 28	27	Rb.	, High	LOW
AVSTRALIA All Ord. (1/1/20) Motal & Minis. (1/1/20)	659.9 421.4	650.2 815.4	650.4 8 1 5.B	856.5 421.6	767,S (9/1) 567,8 (3/1)	848.3 (16:8) 8[5.8 (28;2)
AUSTRIA Credit Alktien (2:162)	55,97	\$4,11	64,04	65,96	56,21 (2/1)	53,59 (\$44)
BELGIUM Belgian SE (61, 12:155)	141.47	141.48	142,07	142.85	158.25 (7/5)	155,28 [8:1)
DENMARK Copenhagen SE (5/145)	190.6	182,02	182,55	181,53	225,21 (20:1)	179,27 (1/6)
FRANCE CAC General (5t/12:52) Ind Tondonce (51/12:35)	170.1 108.6	168,S 108.0	170,0 106,1	170,5)98,1	101,7 (6/5) 175,0 8 S	155,8 (8/1) 29.8 (8,1)
GERMANY FAZ Aktien (51/12/58) Commerzbank (1/12/58)	548.4 1056.5	540,84 1907,5	347,78 1801,8	546.89 894.5	570,84 (2/2) 1096,5 (2/2)	534.24 (15.8) 573.5 1 15/51
HONG KONG Hang Seng Bank(\$1/7/84)	601.07	903.83	924,97	927,92	1 170,35 (19/5)	871,08 (8/11
ITALY Sence Comm (tel. (1572)	210.72	211,21	211.46	212.65	229.57 11/2)	192,06 (2/1)
JAPAN ^{os} Hikkei-Bow (18/5/45) Tokyo SE New (4/1/68)	4577.97 795,11	18577,6 795,98	18511.0 769,27	10245,1 785.79	11,190,17 (4/5) 476,82 (2/4)	9950,47 (14/2) 735.45 (8/1)
NETHERLANDS AMP-CBS General (1978) AMP-CBS Indust 11970)	150.S 126.7	155,2 124,4	154,7 125,8	154.0 128,0	178.8 (1:2) 147,2 (1:2)	149.7 (18/6) 110.7 (18/6)
HORWAY Osio SE (4:1:68)	232.28	288,71	241,74	244.48	286,70 (9/5)	221.67 (4/1)
EINGAPORE Straits Times (1966)	365.50	492,249	679,71	200.54	1871.91 (2)	. 879,71 (27/6)
SOUTH AFRICA Gold (1966) Industrial (1968)	(cr) (FI)	1001,7	899.4 1050,2	0,8¢8 8,130f	1975.6 (5.9) 1105.3 (26/5)	763.1 (24/1) 982,8 (25/1)
SPAIN Medrid SE (86-12:48)	T22,64	121,88	121,52	120,76	122,64 (25.8)	161,22 (5/1)
SWEDEN Jacobson & P. (1/1/61)	1474.14	(462,50	2477,47	1482,72	15 94 ,5 (8/2)	1,588.00 (29/5)
BWITZERLAND SwiteBenk Cpn. 131/12/641						355.4 (10,6)
WORLD	174.1		178.2			172,7 (15.6)

** Saturday June 23: Japen Nikksi-Dow 11164-16. TSE 780.42.

Base values at all indices are 100 escapt Australia All Ordinary and Metals—
509, NYSE AR Common—50: Steedard and Poors—10: and Toronto Composite and Metals—1,000, Toronto Indices, based 1975 and Mentral Portiolio 4/1/83

**Excluding bonds. # 450 Industrials. \$ 400 industrials plus 40 Utilities. 40 fensocials and 20 Transports. c Closed. a Unavailable.

BUSINESSMAN'S DIARY UK TRADE FAIRS AND EXHIBITIONS

July 19-22
Insurance Informatioo Exchange
Exhibition (0323 642449)
City Conference Centre
Inly 2-5
Royal Show (0203 555100)
National Agriculture Centre,
Kenliworth
August 16-19
July 58
International Military Helicopter august 19-22
International Craft and Hobby Helicopter August 19-22
International Craft and Hobby Hair (04252 72711)
Wembley Conference Centre TV Exhibition and Conference-Wembley Conference Centre

Inty 10-12

Education Training and Development Exhibition and Conference (01-637 2400) NEC Birmingham

Scottish Autumn Gift Fair (07-64 4204) Glasgow

September 2-5

International Watch, Jewellery and Silver Trades Fair (01-643 8040)

Earls Court July 10-12
Great Yorkshire Agricultural Show (0423 61536)
Show (0423 61536)
Games Show (01-686 2599)

Showground, Harrogate July 15-19
Harrogate Gift Fair (0282 International Air Display and 867153)
Harrogate Exhibition (01-839 3231)

September 2-5
September 2-5
International Watch, Jewellery September 4-7
and Silver Trades Fair (01-643 International Carpet Fair—ICF S040)
Earls Conrt (021-705 6707)
Harrogate **OVERSEAS TRABE FAIRS**

July 2-6 International Computer Techno-logy Exhibition—COMPUTA (01-705 6707) Singapore Graphic Arts Show-GUTEN-BERG U.S.A. (01-318 0900) Chicago Angust 7-11 Dubin Horse Show (Dublin 680645) Dublin Angust 16-18

August 24-26
International Men's Fashion
Week and Jeans Fair (01-930
Cologne August 28-30
International Security Conference and Exhibition (01-891 New York September 5-8
International Trade Fair for
Hotals Restaurants, Catering
and Foods—HOTELRES (01-683
1138)
Bangkok International Electrooic Production Exhibition—INTERNEPCON Enternational Autumn Fair (01-SE Asia (01-891 5051) Singapore 456 1951) Eagreb Angust 21-23
Finnish Fashion Fair (01-486 International Engineering Fair 1951)

Helsinki (021 455 9600)

Broo

August 16-19 Acorn User Exhibition 101-930 1612) Olympia

BUSINESS CONFERENCES

你想得我我就是我们我不是的我就看着我的就看什么不同意我们我 你想找我我们就不是我的我就看着我的就看什么不同意我们我 我们我

W - W
23 22: 23
25: 5: 5: 5:
15: 15: 15: 15:
15: 7: 5: 6:
6: 6: 6: 6:
14: 14: 14:
14: 44: 44:

7

Current
The Institute of Petroleom: 10th
Energy Seminar (until July 7)
101-636 1004)
Robinson College, Cambridga
August 23-24
Management Centre Europe:
Intrepreneurship - Entrepreceurs
inside your company tBrussels
518 19 11)
Angust 23-24
Management Centre Europe:
Intrepreneurship - Entrepreceurs
inside your company tBrussels
Brussels July 3 Headline Conferences: "Money for Business" UK Industrial Incectives (0272 20234) Bristol

Institution of Mechanical Engin-eers: Cambridge manufacturing forum (01-222 7899) Cambridge Henley Centre for Forecasting: Future for Business (01-353 9961) NEC, Birmingham

July 12
ESC: International Commercial
Arbitration (0572 SECTII)

July 29-August 1

College of Marketing: Marketing Scientists: European funding for Insurance (06285 24922) Cookham Newcastie open Tyoe

August 28-30
FT Conference: World zerospace:
after the recession 101-621 1355)
Hotel Inter Continental, W1

September 2-14
International Management Devel-July 3

Macfarlane Conferences: The Management Development Institute: Managing finance and coolfol seminar 1021)

Marketing—maximising the effectiveness of reduced promotional splember 4-6

budgets (01-637 74381

Portmao Hotel, WI Science conference (01-437 0678)

Barbican

September 10-14
University of Wales Institute of
Scicoce and Technology: Ships'
costs (0222 42588)
Cardiff September 13-14 INSIG: International seminar on bank staff management (Paris

July 10
Longman: Tax Shelter Investinents after the Finance Bill (01-242 2548) Barbleao Centre, EC2

InterContinental Hotel, Paris September 16-18
Metal Bulletin's third interpational aluminium congress pational aluminium congress (01-633 0525) Seplember 18

Tower Hotel, E1

Tower Hotel, E1

The Wimborne International
Group: Combined heat and
London Chamber of Commerce
and Industry: Employment law
update seminar 101-245 ++++1

Company Street FE4

Company Street FE4

September 18

The Wimborne International
Group: Combined heat and
power/district heating—the
Swedish experience (010465
7830525)
Westmibster Cannon Street, EC4 September 25
The Institute of Information

Anyone wishing to altend ony of the above events is advised to telephone the organisers to ensure that there has been no change in the details published.



NATIONAL BANK OF CANADA

U.S. \$50,000,000 FLOATING RATE DÉPOSIT NOTÉS DUE JULY 1991

Payment of principal and interest ranking pari passu with deposit liabilities

First Chicago Limited

Merrill Lynch Capital Markets

Société Générale

Bank of Tokyo International Limited

Banque Bruxelles Lambert S.A.

Banque Indosuez

Hembros Bank Limited

Kredietbank International Group

Manufacturers Hanover Limited

Samuel Montagu & Co. Limited

Sumitomo Finance International

The National Bank of Kuwait S.A.K. Swiss Bank Corporation International Limited

Takugin International Bank (Europe) S.A.

The issue price of the Notes is 100 per cent. The Notes have been admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global note. Interest is payable semi-annually in arrears in January and July, the first payment being made in January 1985.

Full particulars of the Notes and the Issuer are available in the Extel Statistical Service and may be obtained during usual business hours up to and including 13th July, 1984 from the brokers to the issue:

Cazenove & Co. 12 Tokenhouse Yard London EC2R 7AN

29th June, 1984

This announcement appears as a matter of record only



Lire 12.000.000.000 "evergreen" facility

BARCLAYS Finanziaria

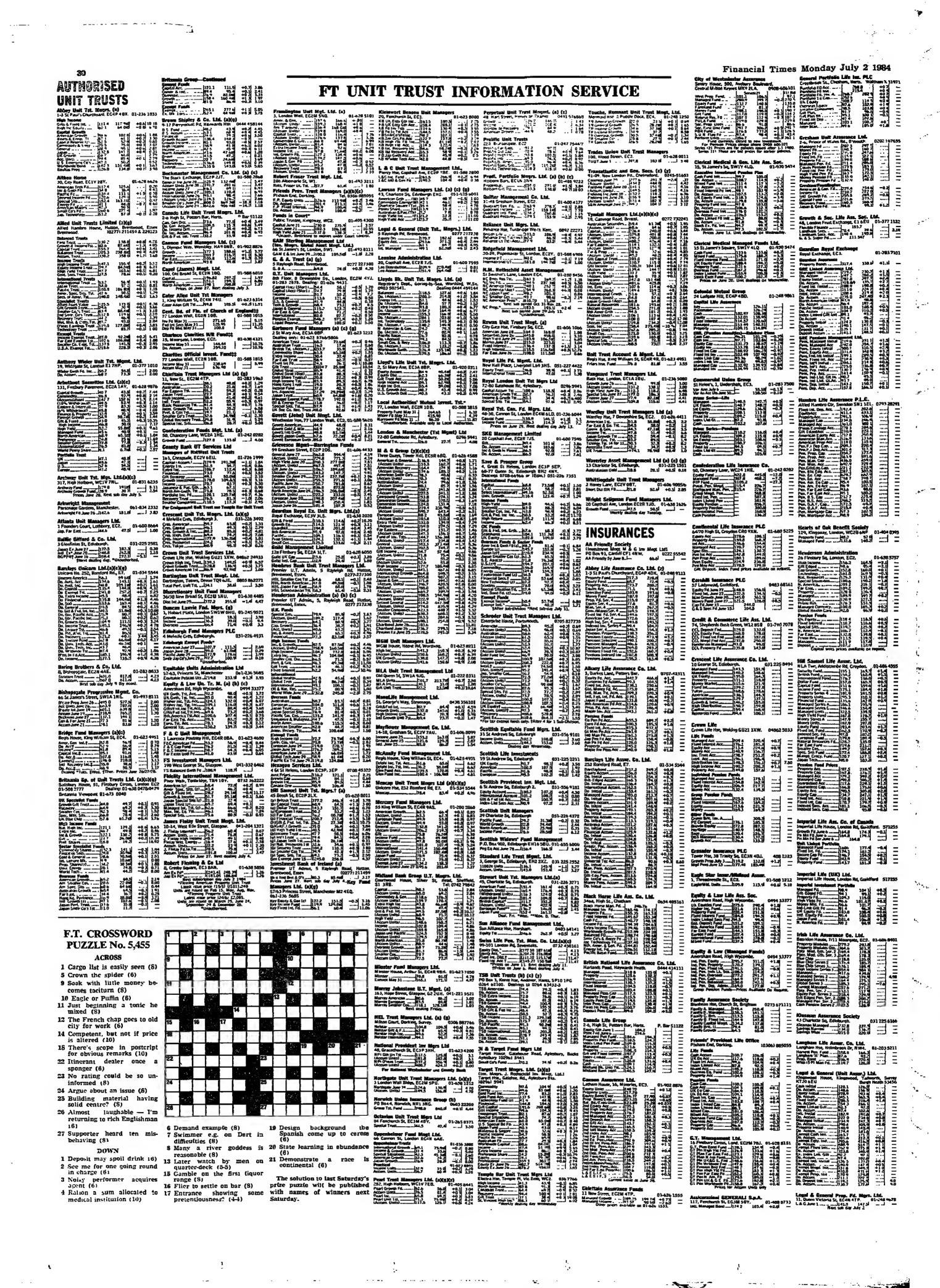
Barclays International Finanziaria S.p.A.

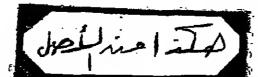
provided by

Manufacturers Hanover Trust Company The Hongkong and Shanghai Banking Co. American Express International Banking Co. Banca del Fucino - Banco di Napoli Cassa di Risparmio di Ravenna Cassa di Risparmio di Torino Société Générale de Banque The Bank of Tokyo



Manufacturers Hanover Trust Company





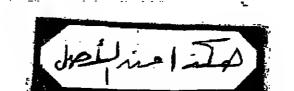
Financial Times Monday July 2 1984

HOTELS—Continued

| HOTELS—Continued | Print | Pri

		January (55trites Resists 64 1217 1645 5674 Apr. Oct Trusthouse Forte. 110 152 1744 13 1.7 5.41119
ORAPERY & STORES—Cont. Dividends Stack Price Last Brv Prie Fri PE 1.1 Mary Grt. Hollas Grs. 50	ENGINEERING	INOUSTRIALS (Miscel.) March Deciaga AB K50.
Feb John Martin Rees. 1 265 (311 h.) 4 1 16.1 17.5 18.5 19.1 19.3 11.2 110.5 19.5 19.5 19.5 19.5 19.5 19.5 19.5 19	Feb	Apr.
July Dec. Reed Austri Art Sect Sect Text Sect S	Feb Oct. Crown House 111 901 15.75 13 7.414 3 Jun DecCurriman 784 2202 14.5 9.14 10.5 4 - Jan Sent Dank Gowerton 28 11.4 10.25 - Jun Dec March (1.4 10.0 50 9.4 10.25 - Apr Oct. Dany Coro 55 7.2 3.64 1.2 9.611 11 Jun Dec March (1.5 10.0 10.0 10.0 10.0 10.0 10.0 Jun Downebrae 100 21 10.0 4 10.5 20 7.3 8 42 Jan Sept Editor (1.1 10.0 10.0 10.0 10.0 10.0 10.0 Jun Dec Farmer 15.W. 22 4.5 8.3 1.4 2.7 4 Oct. Apr Fife Indmar 132 4.5 6.6 4 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.6 4 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.6 4 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.6 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.6 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.6 7.0 4 Jun Dec Farmer 15.W. 22 4.5 6.0 7.0 2 Jun Dec Farmer 15.W. 27 27 27 27 27 27 27 27	Oct. Apr. B = 7, Detd. 249 27 210.0 17 4.09128 Apr. Oct. B C Group 20 30.4 74.3 5.5 5.8 8.2 Apr. Oct. B C Group 20 30.4 74.3 5.5 5.8 8.2 Apr. Oct. D C Group 20 30.4 74.3 5.5 5.8 8.2 Apr. Oct. D C Group 20 30.4 74.3 5.5 5.8 8.2 May How B T C C C C C C C C C C C C C C C C C C
12 Jan	Jan Aug/GE1 Intrit. 20p 33 78.11 5.32 \$\frac{9}{2}\$ \$\frac{9}{6}\$ \$\frac{1}{6}\$ \$\frac{1}{14.5}\$ \$\frac{1}{2}\$	Feb. Aug Beecham 297 ml 10 6 10 20 1 9 4 91 5 1 Jan. July Bellar Cos. 10 p. 213 126 197 3 4
Cot May Nar Cell .	May Oct. IM (A.9. IA S.0. A.9. IA I.7. I.4. I.7.	May NoviBoo1 Henryl 50p. 265 14.5 14.5 1.8 7.00 M Jan. Jury Boots 1.6 7.4 6.5 5.2 1.4 7.134 Fe Ny Au N Bory W. USS2.50 51.4 17.40 50.84 4.2
March Oct Cable & Wireless 5(0) 322 132 6.5(3.3.1) 2.912.7 Nov. May Grambridge Elec. 300 26.3 6.0 2.6 2.911.3 May Grambridge Elec. 300 26.3 6.0 2.6 2.911.3 May Grambridge Elec. 300 26.3 6.0 2.6 2.911.3 May Grambridge Elec. 316 680 8 -	Jan. Anne Martonair 200	Dec. July Brawn Bow. Kent 73 14.5 62.5 2.5 4.9 4.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.8 10.5 0.0 11.0 10.5 0.0 11.0 10.8 10.5 0.0 10.5 0.0 10.5 0.0 10.5 10.5 0.0 10.5 0.0 10.5 10.5 0.0 10.5
April Oct. Date Elect. 10p	Agr. Agr. Priest Ben]	JA Ap Ju NoveCooks in Sept. 127, 227, 23, 24, 23, 24, 24, 24, 25, 24, 24, 24, 25, 24, 24, 25, 24, 25, 24, 25, 26, 26, 26, 26, 26, 26, 26, 26, 26, 26
Feb	Aug. Jan. Sout Graph — 28 879 — 10.1 ¶ Jan. MayCpear & Jackson — 140 14.5 5.25 38 4.7 7.9 July Mar. Spencer Cit. 200 — 31 681 — — 10.0 July Jan. Streetey Incs. (1 — 126 Jura) Jan. Streetey Incs. (1 — 126 Jura) Apr. Scribert & Prit £1 — 202 27.2 3.0 2.1 2.32.5.5 May Novi et los 201 — 202 27.2 3.0 2.1 2.32.5.5 May Novi et los 201 — 202 27.2 3.0 2.1 2.32.5.5 May Thysen Drill — 58 34.1 4.7 4.0 4.0 6.8 Thysen Drill — 440 11.4 — — 3.4 12.4 Jan. Aug. Triples Privier — 56 13.2 1.5 2.6 3.4 12.4 Jan. Aug. Triples Privier — 56 13.2 0.5 2.0 9.3 13.1	19 19 19 19 19 19 19 19
Henred Bet, Syst. 101	Jan. June Victors 61 170 26.3 8.0 1.6 6.711.5 Apr. Dct. Victor Products 18.0 1.6 6.711.5 Apr. Dct. Victor Products 18.0 1.6 6.711.5 Apr. Dct. Waynon Industr' 18.0 1.6 2.2 7.6 7.7 Apr. Dct. Waynon Industr' 18.0 1.3 6.0 1.2 8.2 1.3 Apr. MayNeri Group 22 8.4 2.13 1.7 10.8 Apr. Dct. Wellman 18.0 1.5 1.5 Apr. Dct. Wellman 18.0	Sept. Mar. Dobson Park 10p
June Jan Hill: DB Bis. Sys. 375 4.6 2.25 4.1 0.930.5 p. 3 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4	Aug. Williams Nidos 163 6780 164 165	May Jun. Electrol 14, SA1 233 30.4 10200 1.9 5.2 9.9 May Jun. Electrol 16 Kr50. 76.3 101.18 2.2 6.0 8.9 June Electrol 18 Kr50. E223,29.5 02226 6 4.2 6 May Jun. Electrol 18 Fr. 5.0 6.0 6.0 6.0 June Electrol 18 Fr. 5.0 6.0 6.0 May Jun. Electrol 18 Fr. 6.0 6.0 May Jun. Jun. Electrol 19 5.0 May Jun. Jun. Electrol 19 5.0 May Jun. May Jun. 5.0 6.0 May Jun. May Jun. 6.0 May Jun. May
New July NET New	per DCL Bants (Sidney C	an. July Feeder Agric. 10() 24 4.6 1.15 1.1 6.8(18.1) July Feene (L. N. N
Apr. Oct. Pirto Hildss. 20p	July 9Camermoor 195st 18.6 43.64 25 5.08,91 1 1 1 1 1 1 1 1 1	Sept Selection 7 in 17.9 6b 30.1 1.32 4.6 2.9 0.1 1.32 4.6 1.5 3.5 4.6 1.7 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5
May Nov Sory Co. V. Vo Sory Co. V.	Feedbackerood 20p	Workship
Jan. July 10.7pc Cw 14.2-9 130 14.5 7% 33.6 7.7 Apr. Dec Thorpe F. W. 10p. 132 26.3 13.0 56.3 2.7 8 July 150 sha Corps, v50 119 2.12 0.14-9; 2.2 1.0; 25.3 July 57 ersatil Texcore, 50 109 14.5 5.2 5.5 5.5 6 \$\lambda\$ Apr. Dec U.E. 10p. 205 14.6 5.25 \$\lambda\$ 5 6 \$\lambda\$ Apr. Dec December V 121 store 125 4.6 50; 3.4 2.8 15.0 15.	Feat Roomers Feat	W.
ENGINEERING Apr Oct Al Ind. Prods	ar. Sept / Pesco 50	2. JunidJourdan IT.1 10p
May Dec Beautord 10p 78 10 al 4 0 2.5 (8.25 a.9 land 1.5 1.5 land 1.5 l	per Deckennech groups 10a 253 12 3	Dec Long & Nith. Grap 762/40 45 26 0 46 1 100

WWOLSELEY AAA-HUGHES From Leeds to Louisiana	FT LONDON	SHARE I	NFORMATION	SERVICE
we're growing from strength to strength Plumbing and Heating suppliers in the U.S. Appolitudal Mathiners, Engineering Plastics	fends Price Last 3h Y'n Dividends aid Stack & xd Grens C'er Ge's Paid	ERS, WINES—Cont. Stack Price last Dr. Yis P.Z. 1.0 1	ORAPERY & STORES—Co	v-sei Sividends Last
BRITISH FUNDS Interest Stock Prior Last Yield May Au Ap Jy C My Au My Au Ap Jy C My Au My	Au Nofamouri S. 1. 200 — 1.7 5. Ener Expres 30.60 2003.1 118 — 4.3 Au, N. Amer Metecal Int S1. 174.27.3 48d — 2.0 UR Fblamer Nat. Res. 51 21.104 h3.41 — 10.6 Oc. Jalamerican T. & T. S1. 122.27.3 51.20 — 6.8 August [As in S Diamiset] 164.016.5 51.44 — 6.3	ILDING INDUSTRY, MBER AND ROAOS EC599 137 [145] 1993년 [기설학	Apr. Arg. shed (Ernest) 10p. 76 27.2 g3 q1.8 garden Growner (cond. 50 37 be1.23 2.2 cc. bg: Laines Fride 20p 39 27.2 3.5 0.5 date. Nov. 1 apr. Corporation 107 27.2 3.5 0.5	Jan. Nov. B-assen; 10p. 49 J0.1 9 17.0 July Feb Brockhouse 53 611 1 57:11 Feb. New Brank Cast. 10p. 54 1 57:11 Feb. New Brank Cast. 10p. 56 1 56:11 56:11 56:11 1
26Mar 26Sfreas 12pc 1984	Au NBantamerica 512	## A	Feb July Marrie News	10 1 10 10 10 10 10 10
19N 14May/Treas 3oc 1966 90 [12.4 3.33 8.80] F My a 19Ny (Exch. 101ppc to '86 1986 1987 [13.4 10.62] 11.128 Ap ly 0 [10.4 10.00] 11.28 Ap ly 0 [10.4 10.00] 11.29 Ap ly 0 [10.4 10.00] 11.20 Ap ly 0	u N F(CiGeorp \$4	cklers 200 — 990 74 15.9 2.5 4.512.4 cc creft 21 400 30.4 190 31 6.854.5 cc	Jan. Apriferers Starts 10a 90 50.4 62.0 18 5 6 8 5 6 5 6 5 6 6 5 6 6 6 6 6 6 6 6	5 356.5 Jun. July Concentric 10p 51 4.6 4, 456.71 4, 456.71 5 5cg 1 (con thrun 153.1 70m. 37 7.3 June Cooper Fri 10p 30 14.3 1 2.4 13 1 3.4 3.4 4 3.4 5 5 6 6 6 6 6 6 7 6 7 6 7 6 7 6 7 7 6 7
10Nov 10Nay Even 30 pp '88	y O JaCrown 24ll 35 2276.6 \$1.00 3.1 Jan. July C. 276.5 \$1.00 3.1 Jan. July C. 276.5 \$1.00 3.1 Jan. July C. 3	Cobey X 10p 53 4.5 3.01 \$ 8.1 \$ \$ \$ \$ \$ \$ \$ \$ \$	Auly Jan Sungson 15.1" A" 158 14.5 †4.0 1.0 1 Feb. July Smath W. H. J. Sop. 122 27.2 [64.16] 3.5 †4.0 1.0 1 Feb. July Smath W. H. J. Sop. 122 27.2 [64.16] 3.5 †4 Feb. Aug. Staad. 6.5 on 'A' 117 16.1 5.0 †6 Cc. Apr Steenberg 10p. 117 12.1 2.2 †7 Cc. Oct. Surfage Group 20p. 169 13.2 †1.2510.0 1	10
Five to Fifteen Years	r Jly OF Judy Corpn. 6212c 127 ut 25.6 40c - 2.2 Nov. MayEri	of Georgie 259. 75 13.2 5.7 1.3 10.9(10.2 g) glas Robt. M. 59 27.2 1.75 4.2 − 157.2 1.6 mton Grp. 59. 15 − 2.5 5.4 1.3 10.9(10.2 g) granton Grp. 59. 15 − 2.5 5.4 1.3 1.3 (10.2 g) granton Grp. 59. 15 − 2.5 5.4 1.3 1.3 (10.2 g) granton Grp. 59. 15 1.3 1.3 (10.2 g) granton Grp. 50. 15 1.3 1.3 (10.2 g) granton Grp. 50. 15 1.3 1.3 (10.2 g) granton Grp. 50. 15 1.3 (Jane DecSuperceg Str. Jop. 285 9.4 3.5 4 1	La o Apr. Oct.Friti 1G. M.1 10p 17 27.2
1Feb 1Aur/Euch 10pc 1989 972m25.6 10.78 11.94 Mar Jun 15Ap 150ct/reas 510c 1994 1033/m26. 12.56 11.99 1033/m26. 12.56 11.99 1052 12.56 12.56 11.99 1052 12.56 12.56 11.99 1052 12.56 12.56 11.99 1052 12.56	Section Sect	30 20 10.0 6.2 bs D'dy A 100 22 9.4 1.4 1.5 9.1(9.5) sson (MJ)1 176 4.6 t4.5 3.8 1.7 8.8	Sept ApriWigfall (H.)	May Nov. Hall Eng. 50p 118 26.3
15Mar 155pFunding opt 1993t		yplant 21 45.5 mings A\$.50 93 3.3 Q20% 2.1 1.0 6.8	Nov. MayAuto led Sec. 10p. 142 9.4 1.03 5.9 1. July Jan BICC 50p. 226 145 10.54 1.6 6. Nov MayB5R Ind 10p 265 9.4 02.0 5.9 1.	.017.3 Dec. Junel invent
155 15Mar(Treas 9p; 1992-96tt)	- Public Sry, El. & Garlf . 155 pt 1.6 52.64 — 11.9 Jan. Aug. Lall an Apr Quaker Oats \$5 — 46at 19.6 52.20 — 3.4 Feb. July Lev	25 25 25 25 25 25 25 25	March MayFCPU Computer 200 133 11.0 2.6 1.0 1.	(13.2) September M5 Interni 10p
26Sp 26Mar(Exch. 12/apc 1999	Dec 0a. 10°a in. Sp. 91-5. 156 4.6 10°a — 16.6 Apr Septimes Se De Texaco Sb.25	with & Since 20, 415 will 8.6 th 103.5 3.8 1.228.6 Laughile & H., 105 9.4 7.0 \$\phi \ 9.5 \$\phi\$ mert & Sthas, 200 30.1 \$\phi \ 9.2 \$\phi\$ \$\p	July Dec. Do. 7-grc Cm CnrPT 156	211.8 June Oct. Neersend
22N 22MayTreas, 14pc 498-01	Se DerlUnion Carbide \$1	fem (J. 198 74 11.2 3.0) 8.17.9 arthil £1 56 14.5 10.0 4.7 2.810.8 Reick 117 30.12 15.3 2.0 4.314.2 ce (C. N.) 475 14.3 44.92 9.5 1.9 8.6 arth Timber 96 30.12 7.15 2.2 arthil £1.5 18.81 0.0 6.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1	April Oct. Date Elect. 100	117.0 Agr. Acoupressions Parter 39 180 14.5 Sept. Mar. Priest Ben) 71 4.6 † 18 14.5 July Jan.RHP — 71 4.6 † 18 14.5 July Jan.RHP — 71 4.6 † 18 18 18 18 18 18 18 18 18 18 18 18 18 1
Undated Sa My Jy	J Q Bk, Montreal S2 127,85	mod 11 Wrests.). 6128 —	May No. Emery Lighting 252 30.4 98.3 2.3 4.	Oct. May(Robuson 17hos.) 31474'81 Oct. May(Robuson 17hos.) 98 9.4 917.2 1109 915.5 June SKF AB 5x50 98 9.4 9172.2 1209 Mar. Oct. 3avite Gordon 10p. 71 27.2 1209 Mar. Oct. 3avite Gordon 10p. 71 27.2 1209 Mar. Oct. 3avite Gordon 10p. 71 27.2 1209 Auly Dec. Simon Engry 10p. 17 30.4 1209 Auly Jan, 1600 Group
1.lun 1.0ctWax Loan 3lapett	Jan Do. 4pc Deb. 6100 333/23.12 456 11.9 May Oct. Shef July Sono July May Jul	ned Brick	May NouForward Tech	720.9 Apr. SeptitACE 10p. 2012 27.2 Apr. May Octili Group E1 216 (5.1) 98.41 Feb Septitive 20p 52 (9.4) 52 (9.4)
25Jan 25Jy Do. 2pc '40 1333 91. 87 kg18.6 4.55 4.66 Jan.Ag.J. 16M8r 16Se Do. 2pc '60 (267.91. 1025.8.2 3.83 4.15 24Mar 24Se Do. 2pc '01 1308 81. 92 k16.2 3.62 3.85 Fe My August 19.17 Do. 2pc '03 1310.71. 592-213.4 3.57 3.78 Mr Je Se 27-213.4 3.57 3.78 Jan. 20Nov 20May Do. 2-2pc '03 1310.71. 992-213.4 3.57 3.58 3.56 Jan. 25.17 20Nov 20May Do. 2-2pc '03 1310.71. 992-213.4 3.59 3.59 Jan. 25.17 25.25 26Jan 26Jly 00. 2-2pc '11 (294 11. 264.21 3.52 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.47 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.28 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (322.31) 85-412.3 3.28 3.29 3.29 50 De Mr 100 Ct 16Apr Do. 3-2pc '10 (J.D. Incoll	pilant		Jan.
0 months prior to issue. RPI for Oct. 1983: 340.7 and for Indexing, in F May Au O months prior to issue. RPI for Oct. 1983: 340.7 and for May, 1984: Ja Ap Jy 351.0. INT. BANK AND O'SEAS GOVT STERLING ISSUES Palé	Wildow Fref. 53	Integrand 10 15 50.4 993.0 4.1 3.71.6 integrand 10 15 77.2.2 di.3 40.5 8.548.8 int. Commoliyi 172 19.4 2.48 7.8 2.48.7 8 7.9 10co) 112 14.5 3.091.0 3.11 7.9	May NovMemec 10p 257 [26.3] 1.95 3.4 1.1	4.5 3.6
24May 24Corptician Der 91 (O'goctin/1974) 23146- 12.008 12.208 May A 28.Jan 25(1)[Alastralia 1313/25 2010 107/m0/26.012.27 12.21 Dec. Ji 26.Apr 26.00 Do. 113/mi-1.020 96.m0/26.411.85 12.10 July 23May 115(editor) in 81 170-16.1002 98.45mil 3.112.04 12.24 412.25mil 22.45mil	Aug. Algemene Fi.100 2744-6.6 WQ2676 1.8 8.2 6.1 an Aug Anne. JuneAhlied Irish 275 84.6 050 695 3.9 5.4 4.7 JuneAhlied Irish 275 84.6 050 695 3.9 5.4 4.7 July Aug. Aug. Anne. Aug. Brit.	Colleids 10p 335 13.2 3.8 \$\cdot 1.6 \$\cdot \$\cdo	August Microgen Hidgs. 710 4.6 to 0.2 1 1.6 ft. 10 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1	Jan. Maji Yarrow Sop 256 14.5 1
29.19 29.00c(N 2 141.0c 1967	Dar J. Rothochid 85 H4.5 7.7 Dec AbiyCann Mar. Sept. Quarter Mar. Sept. Quarter Quarte	mg (W.)	Feb. Sept_Markfutne Elect	14.2 Feb. Oct. Ass. Davies 186 16.1 16.2 16.2 16.2 16.3 16.2 16.3 1
13e 10/8urnley 13pc 1987 192 15 12.75 12.13	First Nat. 100 76 QC 23 5.2 8.6 May Nov. Haist Nov. George Nat. 100 QC 23 5.2 8.6 May Nov. Haist Nov. George Nat. 1.25 12.5 QC 24.6 May Nov. Haist Nov. George Nat. 1.25 12.5 QC 24.6 May Nov. Haist Nov. George Nat. 1.25 12.5 QC 24.6 May Nov. Haist Nov. George Nat. 1.25 QC 24.6 Q	176 16.1 (4.5 1.8 5.3 14.0 to 1.1 (4.5 1.8 5.3 1.0 to 1.1 (4.5 1.8 5.3 1.1 (4.5 1.8 5.3 1.1 (4.5 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5 1.8 5.3 1.8 5.3 1.1 (4.5	August Oceanes 10p	9.8 OCL Aprillocism 10p
COMMONWEALTH ANO AFRICAN LOANS	June30seph (Leo) E1	00 100	Apr. Oct. Do. 'A' 200	Jan. Luly Calibury Schweppes. 126, 9.4° 341, 13.7 341, 342, 343, 343, 343, 343, 343, 343, 343
Building Societies Jan. Jan. Jan.	## (financian Bark £20, £59 4.6 (945%) — 7.6 — 7	rt Plastics	Apr Oct Rotafes 100 145 14.5 1.2 2.7 4.0 91.5c 8.6 0.9 91.6 0 2.7 1.0 115 14.5 1.2 2.7 4.0 91.5c 8.6 0.9 91.6 0 2.7 1.0 115 14.5 1.2 2.7 4.0 91.5c 8.6 0.9 91.6 0 2.7 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	12.9 Sept.Fisch. lovel 200
19th 24Dc Do 10 bc 86.10.84 100 ms5.5 10.31 9.80 Jan Apr Do 10 log 5.11.84 100 ms5.5 10.31 9.80 Jan Apr Do 10 log 5.11.84 100 ms6.4 10.13 9.50 Jan Apr Dot D 19th 24.12.84 100 ms6.5 10.10 ms6.5 10.10 log 24.12.84 100 ms6.5 10.49 10.31 9.80 Jan Apr Dot D 19th 24.12.84 100 ms6.5 10.49 10.31 9.80 Jan Apr Dot D 19th 24.12.84 100 ms6.5 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39 10.36 10.39	Odwiells Fargo 55	CHIGHT 95	Nov JuneSuiter 5p	10.5 July Dec. I vent. Savet 10p
Do 91) or 25.85 99 991 11.02 May	Certification Certificatio	100 100	Mar. Oct. Treem EM1	7.8 July Oct Nurrin P k. 10p 222 14.5 d3: 25.3 Jan Send Park Food 10p 68 30.1 u3 44.8 9 Partson Jenks 272 30.1 462 44.8 9 Portnax Dev 325 4.6 13 16.4 Jan July Hilds 76 4.6 13: 15.0 Jan July Hild 76 4.6 13: 25.8 Mg Ju Se DeSaleway \$1.664 \$277.9 305.5 \$1.5 \$1.5 \$1.5 \$1.5 \$1.5 \$1.5 \$1.5 \$
20Jane 2000ctim in ind, 54% 0081-94 988, 200.4 6. 331 9.30 BE 11Jan 11Jb/ 00. 11pc Uns Ln. '88 964, 200.4 11J37 12.10 974, 200.4 11J37 12	EERS, WINES & SPIRITS ### [Allied-Lyons	Group Sp 220	Ct. April Vividore E 1, 121-20 136 13.2 17.79 3.1 17.99 3.1 2.9 13.5 13.2 17.79 3.1 17.99 3.1 17	7.1 Jan. Juresambury (1.1
Interest Stack Price Last Bre v. Red. Stack E ad Grank Yield Apr. Description Charact 4 Grank 11	Feb Brown I Matthew . 222 4.6 7.42 2.4 6.8 10.0 May Oct. Ford July Blockley's Brew 52 4.6 2.45 1.7 6.7 10.0 Feb Oct. Form MarBulmer H. P 5.0 190 5.1 94 2.4 2.3 9.5 Jan. July Foster Oct. Grant Matthew 367 2.5 3 10.0 3.1 3.9 12.0 Jan. July Foster Oct. Orusinen 50p 295 3.1 3.0 2.3 6.3 5.1 - 4.6 6.7	T Devs 50		Aug
1Apr 10ct	Judy Horogram 0.51, 200 123 94 73 2 27 4 1114 7 34m June Grana 1 100	versal 563 13.2 114.0 3.2 3611.9	Nov May Babrock intl. 130 94 177 2.5 7.7 April Saler Perk 50p 140 30 1 3 9 6 Feb. Aug Baker Perk 50p 140 30 1 3 9 6 May Nov Basiro Inds 200 62 26 3 3 1 2 6 May Dec Beaulord 10p 70 10 3 4 0 25 July Belgrave Midgs 126 580 1 1 1 1 1 July Belgrave Midgs 126 580 1 1 1 1 1 1 July Belgrave Midgs 126 130 1 1 1 1 1 July Belgrave Midgs 127 13 1 1 1 2 1 May Sept Burningham Mim 1 1 1 1 1 May Dec Boulon Wim 10p 1 128 6 125 1 May Dec Boulon Wim 10p 6 128 6 128 1 May Dec Boulon Wim 10p 6 128 6 1 1 1 2 2 May Dec Boulon Wim 10p 6 1 1 1 1 2 2 May Dec Boulon Wim 10p 6 1 1 1 1 1 2 1 May Dec Boulon Wim 10p 6 1 1 1 1 1 1 1 May Dec Boulon Wim 10p 6 1 1 1 1 1 1 1 1 May Dec Boulon Wim 10p 6 1 1 1 1 1 1 1 1 May Dec Boulon Wim 10p 6 1 1 1 1 1 1 1 1 May Dec Boulon Wim 10p 6 1 1 1 1 1 1 1 1 1	- Apr. Oct ligrang Met 50p 318 13.2 fma 0 4 January Finn Lessure 50 46 12.11 0 4 6 2 May 10M Enterprises 20p 50 30 at 27.55
15AGF 15OCH GERBOR PC 1984 I UMPD (1719 - 69 1140 1961. Ap	Jain. June!Hepmo	nerus (100). 1 6/6 1445/ 15.5(23) / 18/198	May Dec Bouhon Wm 10p 1 60 apt (61) u j. 123	June Dec On 10/spect, 89 91 #£185 44 6 (210)5



4.)

.

Financial Times, Monday July 2 1804

INDUSTRIALS—Combused

INDUSTR Financial Times Monday July 2 1984 LEISURE—Continued PROPERTY—Continued INVESTMENT TRUSTS---Cont. INDUSTRIALS—Continued Price of Net C'yr Gr's Pre Proce | 10 | Rel | Car Gr's | PE Oct. Aprillegg & Av Trust
Sept. Mar Eng Q Scot Inv ...
Jan Ang Equity Crost (1 I Do 014 50p. ...
Perspecial Assets DFII Dec ...
JulyF & C Alliance Inv ...
April Feb P Q C Em Tsi 10p ...
Perspecial Assets DFII Dec ...
JulyF & C Alliance Inv ...
May Nov. Family Inv Tu ...
July For Charlotte Assets.
John July First Charlotte Assets.
Jen JulyFachton & Gen ...
First Charlotte Assets.
Jen JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
JulyFachton & Gen ...
July Gen ...
JulyFachton & Gen ...
July Gen ...
JulyFachton & Gen ...
July Gen ...
JulyFachton & Gen ...
July Gen ...
July Gen ...
JulyFachton & Gen ...
July Gen | Compared | Diamond and Platinum | Section 1, 10 | Section 1, 10 | Section 2, 10 | Secti "Recent Issues" and "Rights" Page 18 This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of \$700 per

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES LONDON Pound depressed by firm dollar Federal funds rate in New York. Federal funds rate in New York, intervention by ceotral hanks, and an end to the strike by German engineering workers. The Bundesbank gave its heaviest support to the D-mark 50 far this year on Moodsy, and remained quite active later in the week, although activity in the market lended to run down by Friday as traders squared their hooks at the mooth end.

The pouod gained a little ground againet the Swiss franc and the Japanese yen, but because of its weakness againet the dollar the trade weighled index for sterling fell to 78.8 during the weke, the lowest level

Sterliog fell to record lows agaiost the doilar last week, but this was more a reflection of the streogth of the U.S. currency than any serious underlying also lost ground to members of the Europeso Mocelary System, although ooce agaio the reason was maioly because of demand for the D-mark following an eod to the German metalworkers dispute.

The provide sained a little for about 15 mooths.

Ohvious reluctaoce of the Bank of England to see higher interest rates, after 1ts statement when adjusted its moocy market dealing rates on Tuesday, may have contributed to sterling's overall softness. But there was little alse fagures offering on surprises, while the mooets.

meot.
Sterling touched an all time tradiog low of \$1.3425-1.3435 oo Thursday, and oo Wednesday finished at a record closing low of \$1,3490-1.3500.
The dollar gslued an early

THE	POUND	SPOT	AND	FOR'	WARD

Day'e	Close	One month			p.e.
1.3450-1.3585	1.3560-1.3570	0.33-0.36c die			-2.77
1.7750-1.7895	1.7880-1.7890				-2.88
4.23-4.26	4.24%-4.25%	14-7ec pm			3.17
76.45-76.95	76.80-76.90	15-21c dis			2.24
	13.83-13.64	1.85-2.85ore dis	-2.04	4.90-6.00dis	-1.57
	1.2315-1.2325	0.25-0.35p dis	-2.92	0.72-0.90dis	-2.63
	3.754-3.774	1-e-7apt pm	3.18	31-31, pm	3.44
	188,00-198,50	50-190c dis	-7.28	130-550 die	-S.85
		85-115c dis	8.62	275-320 dia	6.57
	2.3175-2.3195	11-14 fire die	-8.47	33-36 die	-8.95
	10.82 - 10.83 -	2.75-3.70ora dis	-3.57	7.90-8.90dis	-3.10
		25-31-c dis	-3.17	S'-S dis	-3.00
			-4.46	8.90-10.95dis	-3.76
			2.92	2.60-2.48 pm	3.18
					2.42
3.133-3.17	3.154-3.164	1's-1'sc pm			6.06
	a presid 1.3450-1.3585 1.7750-1.7895 4.23-4.264, 76.45-76.95 13.781-13.841, 1.2285-1.2250 1.751-3.781, 196.95-196.65 213.20-213.80 2.311-2.322 10.79-10.834, 11.53-11.581, 11.53-11.581, 11.53-11.581, 26.35-26.47	8 presd Close 1.3450-1.3585 1.3560-1.3570 1.7750-1.7895 1.7820-1.7890 4.23-4.265 76.80-76.90 4.243-4.254 76.80-76.90 13.781-13.841, 13.83-13.84 1.2285-1.2350 3.751-3.781, 3.781-3.781, 3.781-3.781, 3.781-3.781 1.96.95-198.65 183.00-198.50 213.20-213.90 213.50-213.70 2311-2.322 10.79-10.331, 10.821-10.331, 11.53-11.581, 11.591	8 presid Close One month 1.3450-1.3585 1.3560-1.3570 0.33-0.36c die 1.7750-1.7895 1.7880-1.7830 0.45-0.52c dis 1.7750-1.7895 7.880-1.7830 1.7826-1.76 pm 76.45-76.95 76.80-76.90 15-21c dis 1.372+_13.84½ 13.82-13.84 1.85-2.85ore dis 1.2265-1.2360 1.2315-1.2325 1.8-2.85ore dis 1.2265-1.2360 1.2315-1.2325 0.25-0.35p dis 2.371-2.322 2.315-0.213.70 50-190c dis 2.371-2.322 2.317-2.3182 11-14 line die 10.822-10.33½ 11-14 line die 10.822-10.33½ 2.75-3.70cra dis 11.53-11.58½ 1.572-11.58½ 2.75-3.70cra dis 11.04-11.11 11.10-11.11 378-322½ 321½-322½ 3.65-4.60cra dia 378-322½ 2.41-26.46	1.3450-1.3585 1.3560-1.3570 0.33-0.36c die -3.05 1.7750-1.7895 1.7850-1.3570 0.45-0.52c dis -3.25 1.2750-1.7895 1.7850 0.45-0.52c dis -3.25 1.23-1.354 1.25-0.52c dis -3.25 1.23-1.354 1.52-0.55c dis -2.61 1.25-0.35c dis -2.61 1.25-0.35c dis -2.61 1.25-0.35c dis -2.61 1.25-0.35c dis -2.04 1.25-0.35c dis -3.57 -3.75-3.78** 3.75*-3.78** 3.75*-3.78** 3.75*-3.78** 3.75*-3.79**	8 presid Close One month P. 8. shortes 1.3450-1.3585 1.3580-1.3570 0.33-0.36c die -3.05 1.22-0.96dis 1.7750-1.7895 1.7890-1.7890 0.45-0.52e dis -3.25 1.24-1.34dis 4.23-4.26h 4.24h-4.25h 1h-7c pm -2.61 32-43 pm 76.45-76.95 76.80-76.90 1h-7c pm 1.3761-3.84h 1.383-13.84 1.82-1.325 1.225 1.235 1.2315-1.2325 1.250 1.2315-1.2325 1.250 1.2315-1.2325 1.250 1.2312-13.90 188.00-198.50 50-190c dis -2.92 0.72-0.96dis -2.93 1.2312-2.312-2.320 dis -3.57 1.232 1.350-213.70 85-115c dis -8.62 275-320 dis -3.77 1.53-11.85h

Seloien rete is for convertible frencs. Financial franc 77.75-77.85. 3ix-month lonward dollar 1.84-1.89c dio, 12-month 3.70-3.80c die,

OTHER CURRENCIES

			Ī	£
June 29	£			Note Rates
Argentina Peso .	68.90-69.04	50,83-50,80	Austria	20,40-86,70
Australia Dollar J	1.5715-1.6745	1.1585-1.1605	9elgıum	77.30.78.10
razil Cruzeiro	8.331.0.2.S44.0	1,719 5,728	:0enmark	13.75.13.87
inland Markko	7.9850-6.0180	5.8900-5.8950	France	11,50-11,68
Creek Brachma	148.80-149.20	110.85-110.55	Germany	5,751, 3,781
Hone Kone Dollar	10 597 10 6015	7.8180 7.8200	Italy	2300 2530
ran Rial	180.90*	89.40*	Japan	318-324
Cowolf Dinay KO	0.40445.0.40520	0.2984.0.2987	Netherlands	4.234 4.284
uxembourg Fr	76 80-76 90	56 65 66 60	Norway	10.78-10.89
Maleysia Dollar	5 1410-3 1485		Portugal	
Haw Zeeleed Ole	8 1370.2 1480	1 6755 1 5780	Spain	20534-218
Card Amb Direl	4 26 10 4 7670	3 9195 5 5140	Sweden	11.06-11.16
B-DOGGE AIRO, RIYAN	2 0075 8 0050	2 1505.2 1520	8witzerland	
Tab African Bond	1 8256 1 8405	1 5550.1 5570	United States	
U.A.E. Dirham	4.07704.8888	5.6720-3.6750	Yugoslevie	185-200

• Salling rates.

EMS	EUROPEAN	CURRENCY	UNIT	RATES

	ECU central rates	Currency amounts against ECU June 29	% change from central rate	% change adjusted for divergence	Divergence)imit %
Belgian Franc	44,9008	45,4930	+1.32	+1.24	±1.5447
Danish Krone	9.14104	9.19966	+0.72	+0.64	+1.6425
German O-Mark	2.24184	2.23601	-0.26	-0,34	±1.0642
Franch Frenc	6.87456	5.86199	-0.18	-0.26	±1.4052
Dutch Guilder	2.52585	2,51938	-0.26	-0.34	-1,4864
Irish Punt were	0.72569	0.730807	+0.71	+0.63	- 1,6899
talien Lira	1403,49	1378,26	-1.94	-1.94	±4.7505
Change	es are for	ECU, therefore	positive ch	enge denotes	8

EXCHANGE CROSS RATES

June 28	Pound St'rling	V.B. Dol ar	Deutscho m'i	J'panese Yen	FrenchFranc	Swiss Franc	Outch Guild	Italian Lira	Canada Politi	er Belgian Franc
Pound Storling U.S. Dollar	0.757	1,857	5.773 2,782	322,0 837,4	11,578 8,636	3,163 2,351	4.253 3,135	2519. 1711.	1,7es 1,319	76.85 66.58
Døutschemark	0.265	D.360	11.72	85,35	3.068	0,838	1.137	614.8	0.474	20,37
Japanoso Yon 1,000	3,106	4,213		1000,	55.96	8,821	13.81	7800,	5.664	238.7
Franch Franc 1D	0,864	1.172	3,258	878.1	10.	2.732	S.673	2003	1,546	56,38
Swiss Franc	0,316	0.428	1,193	101.8	3.661		1,345	733,1	0,566	24,30
Outch Guilder	0.855	0.318	0.887	76.78	2,783	0,744	1,834	545,2	0.421	18.07
Italian Lira 1,000	0.431	0.585	1.627	188,9	4,894	1,364		1000	0.771	83.15
Canadian Dollar	0,558	0.758	2.109	150.0	6.473	1.768	2.378	1896,	2.327	42.07
Belgian Franc 100	1,501	1,765	4.909	410.D	16.07	4.116	5.634	3017,		100.

EURO-CURRENCY INTEREST RATES (Market closing rates)

June 29	Sterling	U.S. Dollar	Ganadian Doller	Dutch Guildor	6wise Franc	D-mark	French Franc	italian Ura	Eleigia Conv.	ur Franc Fin.	Yen	Danish Kroner
Short term	812-834 834-878 838-818 848-875 073-1078 1058-1074	1114-1136 1136-1113 1134-1176 1218-1214 1258-1834 1516-1658	1034-1114 1136-1168 1136-12 12:12-12:12 18:12-13:12 13:15-15:13	658-654 554-558 678-6 618-614 618-618	14-11g 3-314 47-4-1 458-4-1 417-458 458-454	5/4 5/4 5/4 6/4 5/8 6 6/4 6/4 5/4 8/8	1156 1116 1156 1159 1178 1216 1214 1212 1314 1316 1456 1456	1334-1434 1454-1534 15-1512 164-1534 16-1636 17-1712	114-1152 114-1154 114-1154 114-12 1154-1214 121g-13	114-1134 1112-1134 1114-1134 1158-1178 1134-18 12-1214	54-64-64-64-64-64-64-64-64-64-64-64-64-64	18-121 ₂ 81 ₄ -101 ₄ 101 ₄ -111 ₄ 111 ₇ -12 111 ₆ -151 ₆ 113 ₄ -121 ₄

Asien 0 (closing retos in Bingepore): Short-rarm 11½-11½ per cent; seven days' 11½-11½ per cent; one month 11½-11½ per cent; three months 12½-12½ per cent; six months 12½-12½ per cent; one year 13½-13½ per cent. Long-term Eurodollam: two years 14½-14½ per cent; three years 14½-14½ per cent; low years 14½-14½ per cent nominal closing rete. Short-term retee ere cell for U.S. banks and Japanese year; two days' notice. "The rate for June 23 chould have read 9½-10.

MONEY MARKETS

Calmer nerves in London

There was little change in interest rates on the London interest rates on the London money market last week as conditions stayed calm despite the fatl of sterling against the dollar. The Baok of Eogland issued a statement stressing that there was little reason for a rise in interest rates on grounds of monetary policy, but at the same time adjusted its market dealing. time adjusted its market dealing rates, bringing them more in line with the market.

the doltar rather the force was a reduction of 1-1/2 per cent in the rate of band 1 bills (up to 14 days matnrity) to \$2.44 per cent and the intervention rate on band 3 hills (34-53 days) was increased by 4 per cent to 9 per cent, and on hand 3 hills (64-91 doys) by 1 per cent to 9 per cent, and on hand 3 hills (64-91 doys) by 1 per cent to 9 per cent.

cept.
The rising yield curve oo The rising yield curve oo intervection rates was therefore more a redectioo of market rates than in previous weeks, while the statement issued by the Bank of England was little different from comments made by the Prime Minister at the beginning of the month. At that time Mrs Thatcher told a Press conference she saw oo grounds for an increase in British interest rates, but that movements in U.S.

FT LONDON INTERBANK FIXING

LONGON INTERSA (11.00 p.m. June Three mont		
bld 12 1.8	11 ler 12 h4	

		: _	
	0 months	u.s.	dollars
_	bid 125/8		ollor 12 3:4

iolerest rates could not be excluded when deciding the appropriate level.

Similar seotiments were cxpressed by the Bank of Eogland last week, 90d after better than expected M3 money supply figures and Public Sector Borrowing Requirement lo May e earlier in the mooth, were taken to mean that sterling would be allowed to decline slowly against the doltar rather than put up interest rates.

Three-month interbank was—was a reflection of the continued oteady at around 9½ per cent, strength of money market rates in New York, where Fedaral funds were often at levels above from 9 per cent in Lloyds Beark 11 per cent.

In Frankfurt the Bundesbank council raised the West German discount rate to 4½ per cent discount rate to 4½ per cent from 4 per cent on Thursday, and central banks in Austria and Sweden also increased their discount rates.

Juno 29	Frankfurt	Paris	Zurich	Amst'dam	Tokyo	Milan	Brussels	Dublin
ernight e month or monthe rae monthe monthe monthe monthe mexical	5,8-5,0 5,85-10,10 6,06-6,15 0,4-6,6 5,5	12 11:7:12:5 18:12:6 12:4:12:5 12:4:12:6 11:2	134-814 415-414 438-412	659-634 618-518 618-618 618-016 634	6.15626 6.15626 6.28125	16 t ₄ · 165g 10 t ₄ · 165g 165g · 17	11.50 11½-11¾ 11¾-11¾ 11¼-18	1318-1218 12-5874 1218-1848 1274-1212 1258-1278

Discount Houses Deposit and Bill Rates LONDON MONEY RATES Fine Trade (Buy) 958 958 1018 84 84 84 84 84

	Local Auth. negoliable bonda		House	5 Cert of Deposits	Linked	ECU Linked Deposits	MONEY NEW YOR
nth onths ihe nths	916-946 834-912 1074-876 1056-1046	11re 111re	816 872 10 1036 1075	12.7-12.9	954-10 913-1014 1016-1014	9½-10°	Prime mte 8 mker loen Fed funds No led intern Treasury Bill One month
O Fixe	. – 1	1984 jincl n daya' no	uaivej: 9. Ofica, othe	,516 per d em esven	deys' fixe	euthorities id. Finence	Two month Three month Srs month One year

Houses Base Rars loublished by the Finance Houses Association): 9th per cent from July 1 1984. London and Scottish Clearing Sank Rates for lending S per cent. London Deposit Rate for sums at seven detail motion 5 %-6 per cent. Theodory Sille: Average tender rate of Discount S.8536 per cent. Certificates of Tax Deposit (Baries 6). Deposit of £100,000 and over held under one month 9x per cent; one-three months 9x per cent; cent; these six months 9x per cent; per c

RATES K (4 pm) 18 12-12'y 11

FINANCIAL FUTURES Close High Low Prov 87.10 87.31 86.18 86.49 86.34 \$S.53 85.98 86.06 85.96 86.13 86.49 86.34 \$S.53 85.44 \$S.53 85.61 \$S.61 \$S.6 Close High Low Prov spt 87.10 87.30 87.15 87.31 190 86.38 86.49 86.34 85.53 Warch 85.98 86.06 85.96 86.13 iuns 85.63 — 95.85 iups 85.44 — 35.61 at voluma 4,324 (3,782) Previous day's Open int 13,061 (13,449) JAPANESE YEN Y12 5m \$ per Y100

Ciose High Low Prev
Sept 0.4262 0.4274 0.4262 0.4259
Dec 0.4369 - 0.4323
Fat volume 10 Initial
Previous day's open int. 256 1256) THREE-MONTH STERLING DEPOSIT 50,000 points of 100°;

Close High Low Prev
pt 89,78 89,81 89,77 89.82
c 88,15 89,20 89,18 88,20
nch* 88,85 88,72 88,65 88,65
s* 88,25
volume 472 (708)
vicus day'e open int 8,541 (8,530)
*0,000 points of 100°, ## AGO

| Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | Solution | S CHICAGO

boost last week from news on the previous Friday that the U.S. Seoate had voled to repeal payment of withholding lax for foregin iovestors. Further developments in the Gulf war increased demand for the U.S. currency, hut the maio reasoo for its streogth remaioed high ioterest rales.

The dollar rose above DM 2.80 for the first time sioce February, but faited to sustain this level, finishing the week at DM 2.7820 following a slight easing of the following a slight easing the foll Spot | \$1,5570-3580 1,5855-35-5 1 month | 0,34-0,36 dis 0,55-0,55 dis 3 months 0,92-0,97 dis 0,90-0,82 dis 12 months 3,75-5,80 dis 5,63-5,68 dis E forward rates are quoted in U.S. cents discount. FORWARD RATES AGAINST STERLING BANK OF ENGLAND TREASURY BILL TENDER

June 29 Prev. ciose

Bills on offer........ £100m | £100m | Top Accepted rate of discount. 8.8643% | 8.8843% minimum level... 90% 28%

THE DOLLAR SPOT AND FORWARD

Juna 29	epread	Close	One month	% 0.8.	Three months	p.o.
JKt	1,3450-1,3585	1.2550-1.3570	0.33-0.36c dis	-3.85	0.92-0.96dla	-2.77
reisndt	1.0970-1.1020	1.0995-1.1005	0.02cpm-0.03dls	-0.05	0.02pm-0.080	-0.11
Censda	1.3173-1.3190	1.3185-1.3190	0.01-0.04c dis	-0.23	0.04-D.06dis	-0.13
Nethind.	3.1335-3.1400	3, 1335-3, 1355	1.58-1.54c pm	5.97	4.68-4.63 pm	5.93
alolum	58.56-56.70	56.55-58.60	21-1c pm	0.37	9-7 pm	0.56
Donmerk	10.173-10.22	10.191-17.77	1.10-0.60ore pm	1.00	3.25-2.75 pm	1.17
N. Oer.	2.7730-2.7890	2.7815-2.7345	1,49-1.44pf pm	S.32	4.35-4.30 pm	6.22
Portugel	145.20-147.00	145.75-146.75	par-100c dis		per-300 dis	-4.10
Spain	157.35-198.00	157.45-157.55	25-40c dle		95-125 drs	-2.79
taly	1.709-1.7164	1.710-1.711	47,-5 ffre die		131-141 die	-3.22
Norway	7.9800-7.997S	7.9825-7.9875	0.10-0.60om die	-0.52	0.40-0.90die	-0.32
France	B.5150-8.5665	8.5330-8.5380	par-0.15c dis		0.40-Q.90dis	0.30
weden	8.1800-8.2000	S.1825-S.1E *i	0.70-1,20ore die		1.75-2.25dis	-0.98
Jepan	236,40-237.50	237.35-237.45	1.20-1.16y pm		3.52-3.47 pm	5.89
Austria	19.46-18.535	10.461-10.4712	S1-81-gro pm		261-241 pm	
Switz.	2.3205-2.3325	2.3305-2.3315	1.53-1.48c pm		4.50-4,45 pm	
			2 E			

CURRENCYMOVEMENTS CURRENCY RATES 79.1 133.8 87.8 115.8 89.9 78.0 125.1 144.1 114.4 66.1 48.4 155.5

Bank Special European rate Drewing Currency Rights Unit

Morgen Gueranty changes: everage 1980-1982 = 100, Bank of England Index (base average 1976 = 100).

LONDON Sase rates 7 day Interbank 3 mth Interbank Treasury Bill Tender Sand 1 Ellis Band 8 Billo Sand 3 Billo 5 Mth. Treasury Bills 1 Mth. Sank Bills 5 Mth. Bank Bills Unch.d Prime rates 13 1+ 17 1+ 2 Federal lunde 11/4 1+ 3 Mth. Treasury Bills 2,90 -0.0076 S Mth. Treasury Bills 10.47 Unch'd 3 Mth. C 0 11.75 -0.0076 FRANKFURT 10.00 10 PARIS Intervention Rate One Mth. Interbank Three month TOKYO One month Sills Three month Sills BRUSSELS MILAN One month Three mont AMSTEROAM DUBLIN

| Close High Low Prev | Sim pol | Si

Close High Low Prev t 0.3638 1.3641 1.3638 1.3628 0.3894 — 0.3890 volume S (7] rious day'e open Int 325 (325)

| Close High Low Prev Dac | Sept | Se

U.S. TREASURY BONDS

DEUTSCHE MARKS DM 125,000 3 per THREE-MONTH EURODOLLAR (FMM)

WEEKLY CHANGE IN WORLD INTEREST RATES

change NEW YORK

Close \$5.87 \$6.05 \$5.61 \$5.30 84.91

GNMA (CST) 8% \$100,000 32nd of 100%

Close 63-10 62-07 \$1-12 60-22 80-05 59-26 59-12

STERLING (IMM) Se per E

High 88.88 86.16 85.69 85.35 84.95

Rouse Woodstock

JERSEY AUSTRALIA SWITZERLAND HONG KONG SINGAPORF VALAYSI

Around the Clock

Investment in the world's financiat and commodity markets requires substantial experience and on-the-spot representation by a broker with sophisticated gtobal communications.

Rouse Woodstock, a subsidiary company of the international financial services group, Mercantile House Holdings plc, has an extensive geographical nelwork of offices and memberships of the major world futures exchanges.

Clients of Rouse Woodstock are appointed a personal executive who will quickly understand their particular market requirements. The client's executive will draw upon the worldwide research resources and the facilities, locat knowledge and presence of Rouse Woodstock to provide a complete and special level of service.

Rouse Woodstock's office at the World Trade Centre in London operates 24 hours per day with staff monitoring market movements in all world

Please complete coupon below or call the lollowing numbers for further information about services covering our main product groups. London: (01) 480 5146/7/8 Zunch: (01) 252 8200

Jersey: (0534) 75989 Geneva: (022) 36 72 44 FINANCIAL . METALS

AGRICULTURAL . ENERGY

Rouse Woodstock Limited

INTERNATIONAL HOUSE, 1 ST. KATHARINE'S WAY, LONDON E1 9UN TELEPHONE, 01-481 2121 TELEX 8813607 RW LON (4 LINES)

Microsintile I louse Group To: Rouse Woodstock Limited, International House, 1 St. Katharine's Way, London E1 9UN. Ptease send a copy of your explanatory brochure to:

341

-ACCOR-HOTELS CATERING AND SERVICES THROUGHOUT THE WORLD Accor distributes 190 million meal vouchers throughout the world. The Accor meal vouchers: Ticket Restaurant And also Accor institutional catering : Générale de Restauration. Accor restaurant chains: Courtepaille, Seafood Broiler, Piesa del Arte, l'Arche: 195 million meals. Accor hotel chains: Sofitel, Novotel, Mercure, Ibis: 415 hotels with 50.000 rooms. And in the Accor service area; Novotour travel agencies, Devimos and Scapa hotel and restaurant supply companies.
The 1983 turnover amounted to 8 billion francs, 43 % of which was enerated outside France with a staff of 39.000 in 54 countries. HOTELS, CATERING ANO SERVICES COMPANY

